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EXPORTERS' REVIEW

ISSUED IN CONNECTION WITH THE "EXPORTERS' ENCYCLOPÆDIA"

MAY 1910

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Corrections for the Sixth (1910) Editions of the Exporters' Encyclopaedia; to be detached for use in the Shipping Department . . .

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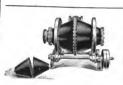
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APROPOS OF TEDDY
The American Manufacturer Might Go Abroad For Game



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NEW YORK, MAY 15, 1910.

GROWTH OF MANUFACTURED EXPORTS

GERMANY is the most frequently cited example selected for illustration of rapid development as an industrial nation, but Germany had a standing as an exporter of manufactures when the United States exported little besides the products of the farm. The United Kingdom, Germany, France and the United States are now the world's greatest manufacturing nations and a comparison of their exports of manufactures in the period from 1880 to 1009 shows, for the United Kingdom an increase of \$43,000,000 or 45½ per cent.; for Germany an increase of \$64,000,000 or 43 per cent.; and for the United States an increase of \$63,000,000, or 515 per cent.

The growth of exports of manufactures has been more rapid in the case of the United States than in that of any other nation—a circumstance which reckless critics of export methods would do well to take into account.

ADVANTAGES OF EXPORT TRADE

L AST year the United States Steel Corporation sold for foreign account more than 1,000,000 tons of steel, an increase of about 26%, compared with the preceding year, and it is likely that this year will witness a further increase over 1909. While sales of steel for shipment abroad are usually made at concessions, a good-margin of profit is being obtained. The main point is that foreign shipments result in keeping the mills employed, and at the same time greatly reduce cost of production.

This is a feature of export trade that it would be well for manufacturers to bear in mind, as the object of the big steel trust is to make up any deficiency in domestic consumption by increased foreign sales.

OCEAN RATES NOT PROFITABLE

STEAMSHIP companies engaged in the North Atlantic trade are unanimous in their complaints of the scarcity of cargo now offering for shipment. The freight traffic between Europe and America is far greater to-day than it was in the days when ships depended chiefly on freight earnings, but the number of steamers competing for cargo has taken away the old money-making oportunities. Steamship tonnage has increased more rapidly than cargo to be carried, and the constantly decreasing length of voyage gives to present day ships a much higher annual carrying capacity than vessels of the same size but less speed would have had twenty years ago. This year there is indication of improving business, and there is better demand for space than for several months past, but rates are practically unchanged, and the steamship companies say that there is little or no profit in the freight department.

MOST TARIFFS FAVOR UNITED STATES

MINIMUM tariff rates, under the Payne-Aldrich Act, now apply to practically every civilized country and, in return for this concession, 50 to 60 per cent, of the products of the United States are admitted into foreign countries free of duty, while nearly op per cent, will be entitled to minimum rates. The work involved in determining whether or not any of the nations were discriminating in their tariffs against the products of the United States occupied the attention of the Government almost continuously for eight months. The tariff schedules of each one of these nations were critically examined by tariff experts, and where doubt existed the services of the diplomatic and consular officers of the United States were called

MAY CHANGE BALANCE OF TRADE.

In return for the extension of the American minimum tariff rates to a number of South American countries, including Peru, Chile, Ecuador and Bolivia, and some others in various parts of the world, concessions have been received by this government which will have the effect of increasing our export trade.

Heretofore our imports from these countries have been mostly greater than our exports to them. In fact it has long been an annoying fact that the United States was not getting its share of South American

DEFICIENT POSTAGE CAUSES TROUBLE

SINCE the recent postal agreement between England and the United States for two-cent letter postage many persons take it for granted that a letter can go from the United States to other British possessions for two cents. This mistake causes the recipients much annoyance and expense as double the deficient postage, namely ten cents for every half ounce or fraction is collected on delivery. Full information as to postage rates is given in the 1910 edition of the Exporters' Encyclopedia.

The Economical and Natural Resources of Peru

(Continued from April Issue)

Written for the Exporters' Review by Mr. J. Louis Schaefer, vice-president of the old and well-known export house of W. R. Grace & Co., which has large interests in Peru, Chile, Ecuador and Bolivia. Mr. Schaefer has been connected with W. R. Grace & Co. for the past twentyfive years, having advanced from office boy to his present position. He is thoroughly familiar with the resources and needs of Peru and his article, which will be continued in our next issue, should prove of great benefit to manufacturers seeking trade there.



steamer, shortly after leaving Payta, can be seen several small islands off the coast, and as the steamer comes a little nearer, attention is attracted by what appears to be low, rapidly moving clouds. The islands are the Lobos Islands,

OMING down the coast of Peru on a

and the clouds are large flocks consisting of millions of birds, the old-

time natural Peruvian Guano factory. Besides being noted for her great mineral wealth. Guano helped to make Peru famous. Peruvian Guano is the best and most complete natural fertilizer. It is so considered the world over. It contains all the properties necessary for a complete plant food. It is rich in ammonia or nitrogen, and phosphoric acid.

The islands and the mainland where guano is found are desolate. Nothing grows there. Everything that is necessary to sustain life must be brought there.. Food for animals and man, even water, has to be carried there.

Guano consists of the excrement of the sea fowl and consequently the isolation of the deposits and the entire absence of rain are exactly the conditions required together with the ocean at hand filled with fish, for the production and preservation of guano. To give a fair idea of the rate of production it is no exaggeration to say that these islands are completely covered by these birds. I have heard it said that from 15,000 to 20,000 birds occupy an acre, and as the various islands cover considerable territory, one has to count the birds by the million. Now, when it is considered that these birds do nothing else but catch fish and gorge themselves all day, and when it is borne in mind that these guano factories, as we may call them, have been in business for probably hundreds of years, it is possible to conceive some idea of the deposits which existed there. I think the Chincha Islands alone produced eight million tons, and guano has sold even recently in some

parts of the world as high as \$70 per ton. In the United States, it sells, according analysis, at from \$30 per ton upward. Thirty or forty vears ago, Pern derived large revenues from the sale of her guano. I believe her income was over £5,000,000 per annum, from this SOUTCE t lone

> Besides her guano deposits, l'eru owned the nitrate fields in what is known as the



"La Union," the Main Business Street of Lima, Peru

Tarapaca districts in the territory adjacent to the ports of Pisagua and Iquique. After the war with Chile in the eighties, Chile took all the territory south of Arica containing the celebrated nitrate fields, and Peru lost a territory and an industry which to-day gives Chile an income of about \$25,000,000 per annum.. The Peruvian Corporation which was organized by M. P. Grace, after the war with Chile obtained from Peru all her railroads and the right to remove 3,000,000 tons of guano. To date, the Corporation has taken away about half the quantity.

Peru exports annually about 100,000 tons of guano, and it is estimated that the birds deposit about 20,000 to 30,000 tons of fresh guano each year, but about this amount is reserved by the Government for her home industries.

In from Salaverry we have the Department of Trujillo. Here we have Coca Leaves:-The cultivation of the coca leaf is quite an important industry in this section. In fact, the coca plant grows nowhere else, although attempts have frequently been made to cultivate it in other countries. It grows in the mountains between 3,000 and 7,000 feet above sea level. Formerly these leaves were very little known, and were consumed by the Indians, but the industry has grown and the export of these leaves amounts to about 4,000,000 pounds per year. A great deal comes to the United States, but most of it goes to Europe. From the extract of the leaves, cocaine is made, which sells for about \$3.25 per ounce. Coca leaves sell in the United States for about 20 cents to 40 cents per pound. As far as I know, Peru supplies the world's consumption of cocaine.

There is a large consumption of these leaves among the native Indians, as it is a very effective stimulant. When the Indian goes off on a long journey, he consumes very little food, as his sources of supply are limited. He, therefore, takes with him a little bag of leaves and some lime, and by chewing the two, he receives sufficient nourishment to keep up his strength. It also acts as an anesthetic. Coca leaves also come from Huanuco, and from Cuzco. The total value of Peru's coca leaf crop is about \$35,000 per annum.

Sugar:—In the valley back of Salaverry and Trijillo, known as the Chicama Valley, lies the great sugar district of Peru. Our house has a large sugar estate and factory in the valley of about 12,000 acres, which produces about 12,000 to 15,000 tons of sugar per annum. The total production of Peru is about 15,0000 tons per annum. The production of sugar has somewhat increased during the last ten years, partly due to the fact that the planters have learned to make use of guano freely as a fertilizer.

Growing sugar cane in Peru is not like growing it in Cuba or the Philippines. There, they have rainy seasons and dry seasons, consequently, they have certain seasons of the year for planting, cultivating and cutting. In Peru, it is different. There it never rains, and consequently, they water the cane by means of irrigation ditches. Of course, very often the water does not come down from the mountains when it is wanted, and more often a neighbor steals the water, but as a rule, the planting, plowing, cutting and grinding go on all the year round. In other words when planting is done in January, the cutting is calculated for April of the following year, and so on. The sugar of Peru has the reputation of being of the highest quality. Peru's sugar exports amount to about 88,000,000, at present prices. About half of Peru's sugar goes to Chile, as a higher price is obtained by selling there. The balance is sold in Europe or the United States. Very little goes forward unsold. The agent for the sugar planter generally gets cable offers from every market and the highest bidder gets the sugar. A great deal of the Peruvian sugar that comes to the United States is used in the manufacture of plug tobacco. A bi-product of Peruvian sugar is alcohol, which is the curse of the laboring man there. The total value of this amounts to probably \$200,000.

Wool:—Another important item of export is the Alpaca and other sheep's wool. Some of this wool comes to the United States, but the greater part goes to Europe. The exports amount to about \$2,500,000.

Rubbers—Hesides coffee, escon, tohacco and other products of the tropical zone, Peru is very rich in rubber lands, and if the price of rubber continues as at present, this should be the source of a great deal of wealth. Fine rubber sells in the neighborhood of \$2.00 per pound, while the coarser grade sells at about \$4.00. I understand the native Indian can gather and cure about five pounds of rubber per day. The consequence is that if one could get enough labor, this would mean an assured fortune in a short time. Labor, however, is very scarce in this region. An attempt has been made to use Japanese labor, but I do not know if it will be a success. An American Syndicate owns almost two million acres of rubber lands near the Neath River.

Mining:—When we come to consider Peru's mineral wealth, we strike a subject that has been discussed in writing for centuries, and is talked of to-day by all kinds of people interested in the mining industry. Peru was



View of Harbor and Docks of Cullan, Peru

famous centuries ago for her gold and her silver. The greed of the Spanish Conquerors and her many local disturbances have probably been responsible for the fact that production has been neglected in the past. Things have changed, and in the last few years, foreign capital, and particularly American, has been attracted by the consortunities.

The largest mine in Peru to-day is the Cerro de Pasco mine situated 14,000 feet above sea level, owned by the Cerro de Pasco Mining Co, of New York. Among the prominent Americans interested in the Company are J. B. Haggin, II, C. Frick and J. P. Morgan. Their investment represents a cash outlay of not less than \$20,000,000. It is only in the last 15 years that these mines have been worked for copper. They were originally worked in a very crude way by the Indians as silver and gold mines, and as the ores were of a very rich quality. they produced very large sums. Later when silver fell in price, the mines were partly shut down and abandoned, until copper became a valuable metal, and it was discovered that these mines contained quantities of copper of a very high quality. The mines are not worked to a great depth, as they are full of water-not lower than 500 feet.

It is an undisputed fact that more money was spent on the Cerro de Pasco mines before they produced a cent, than any other mines in the world. It is, however, also a fact that the ore there is the richest in the world. Some of the ore averages about 20 per cent., although a fair average is about 12 per cent. The company is now shipping about 2,000 tons of copper a month, and is not running its present plant at its fullest capacity. It has its own railroad from Oroya to Cerro de Paseo, its own coal mines, makes its own coke, has unlimited supplies of lime and clay, makes its own bricks for its buildings, ovens and other purposes. I am not a mining expert so that I cannot discuss the Cerro de Pasco mines from a technical standpoint. I got within 80 miles of the mines, but could go no further; but I am told that they are hard to describe, as they are so different from anything else. In the olden days, when the mines were worked in their primitive way for silver, the miners used to complain of the large banks of copper they encountered and which incurred heavy expense to remove and which they threw aside as worthless. Later copper was worked in a primitive way, but the natives only worked ore that assayed from 25 to 40 per cent. There is also a large mining and smelting plant at Casapalca, known as Backus & Johnson, in which our house is interested as stockholders. There are also many smaller silver and copper mines along the line of the Central Railway.

Another large mining company is the Inca Mining Company, which owns the Santo Domingo Mine, a large gold mine in Southern Peru. This Company is composed of a lot of Pennsylvania people living around Bradford.

One of the members of our firm, who resided many years in Peru, told me he could have bought this mine



One of the many bridged chasms on the Peruvian Railroad

25 years ago for about \$5,0,000. The Pennsylvania people paid about \$3,00,000 for it, and for a while they took out in the neighborhood of \$1,00,000 per month. They have, of course, spent a great deal of money in roads, have 48 miles of underground work, such as tunnels, drifts, shafts and raises. Up to the present time, one ounce ore is as low as they lawe ever worked, their average being 3 ounces to the ton, or about \$60 per ton. I believe the average in the celebrated Rand mines is about \$7 per ton. The country here is so rugged that the transportation problem makes it almost impossible to work valuable properties. The Inea Company constructed their own roads and rails for a distance of 110 miles, at a cost of one million dollars.

This whole district is supposed to be very rich in gold mines. Traces of gold can also be found in almost all the rivers on the Eastern slope of the Andes. A large English Syndicate was recently formed in London, and is putting in dredges on the Inambari River, having a concession along goo miles. The first dredge was put in by an engineer, named Session—after great expense and much hardship. Just as he was ready to begin work, a flood washed it away and destroyed it, so he must begin all over again. I understand one dredge alone, placed in the river will represent an investment of about \$100,000. The Poto mines of Saudia in the Puno district are also destined to be very important.

(To be Continued)



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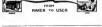
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Automobiles a Factor in Our Export Trade.

The foreign trade of the United States in automobiles now amounts to \$1,000,000 per annum, of which sum about \$1,000,000, are imports and \$8,000,000 per cannum, of which sum about \$1,000,000, are imports and \$8,000,000 exports. Ten years ago the trade in automobiles wan not of sufficient value to justify the Bureau of Statistics of the Department of Commerce and Labor in making a separate record of either the imports or exports, the few automobiles enterting or leaving the country being included under the miscellaneous class of "All other articles." In July 1901, however, the Bureau began to record the exports, which in the fiscal year 1902 amounted to about \$1,000,000, and since that time the value of automobiles and parts thereof exported to foreign countries has been in round terms \$3,000,00, of which total about \$2,000,000 has prospect that the fixed years ending with December, 1909, with a prospect that the fixed years ending with December, 1909, with a prospect that the fixed year 1900 will show an export of fully \$8,000,000.

The total number of automobiles exported in the fiscal year 1999 was, according to the Bureau of Statistics' figures, 3,184, valued at \$5,387,021, an average value of about \$1,700 for a machine, and the number imported, 1,624, valued at \$4,905,301, showing also an average of about \$1,700 for each machine.

Boston Now Third Port of United States.

Boston is sow the third port in the United States in amount of exports and imports, and is a close competer of New Orleans for second, according to the annual report of New Orleans for second, according to the annual report on was in fourth place, but since then the import trade has increased 42.5 cm.

For 1909 the total imports and exports amounted to \$199,968,548, an increase of \$46,030,031, or 15.2 per cent over 1908. New York, of course, holds first place with \$1,519.397.445, and New Orleans second with \$400,426,077.

American Turbines Break World Speed Record.

Maintaining a speed of 36 niles an hour for four hours, the torpedo boat destroyer Reid, Lieutenant Doddridge, established a new world record for speed by a naval vessel recently. The destroyer went out on the Gulf of Mexico at a time when weather conditions were unfavorable, the Gulf being heavy and rough, but with her powerful turbine engines working smoothly, she cut through the waters like an ocean greyhound, going down the coast for sixty miles, to the starting point. Her record exceeded the previous world record by more than a mile per hour.

To Investigate Cost of Exported Articles.

At a conference between President Taft, Henry C. Emery, James B. Reynolds and Alvin II. Sanders, members of the tariff board recently it was decided the board should begin work at once on statistics showing the cost of production in this country of various important articles which are exported and sold abroad, with a view to comparing the figures with the cost of foreign production of similar articles.

Americans Will Build Railroad In Turkey.

Concessions have been granted for an American railway of from Sivas to Diarbekir, Bittis and Van, a distance of 1,500 miles. The line will open up an important region. Already of miles the apprehensions of the Germans are excited lest it may be extended to the Persian Gulf and thus become a competitor of their Bagdad railway. The franchise is for ninety-nine years, and it secures to the company the privilege of exploiting all mines within filter miles of the right of way.

No time will be lost in beginning construction, for which contracts have been signed with the firm of Manning, Maxwell & Moore of New York.

Two-thirds of Lumber Lost in Manufacture.

The lavish use of lumber in the United States for per capita consumption is from three to ten times greater than that of the leading nations of Europe; five-eights of the rough lumber sawed in this country serves as raw material for conversion into a more highly finished and valuable product such as furniture, musical instruments, farming implements, etc. according to an examination by the Forest Service of the wood using industries and wood consumption in several states.

Of the total saw mill output in Massachusetts, Maryland, North Carolina, and Wisconsin, in 1907 and 1008, thirty-six per cent was used in the form of rough lumber and sixty-four per cent was manufactured into other products. If the same ratio holds for the entire country, about 13 billion feet of lumber is used yearly in rough form and 21,500,000,000 feet is further manufactured.

The average lumber cut in the four states in the two years mentioned was 3,752,093,000 feet and in the United States is was estimated as \$67,02,050,000 feet. On this basis it was calculated that the per capita use of sawed lumber in the four states was 4,00 feet and in the entire country 408 feet. The per capita use in the four states of lumber further manufactures was 50 feet.

The waste in the woods, the mill and the factory it was said at the forest service, is so great that two-thirds of what was in the tree is lost on the way to the consumer. The heaviest part of this loss takes place in the saw mills.

Detroit Men Form Export Trade Bureau.

With a view to keeping in touch with the buyers and representatives of foreign firms and representatives who come to Detroit, a number of local manufacturers who are engaged in the export trade have organized an export trade bureau. Frederick B. Smith, president of the Wolverine Manufacturing Co., has been appointed chairman of the executive committee.

Baldwin Works to Built Giant Locomotive.

The Baldwin Locomotive Works is building at Eddystone, the largest locomotive it ever constructed. The frame, which has just been built, will be 6a feet in length without the tender, and 1to feet in length with the tender. The boiler will carry 50.000 gallons of water. It is being built for the Pennsylvania Railroad Company.

SOUTH AND CENTRAL AMERICA. ETC.

areces en en

Americans Get Haitian Railroad Concessions.

After a long drawn out fight with the Haytian officials and also with two powerful German interests antagonistic to Americans, J. P. McDonald of New York, has succeeded in clinching his big railway contracts with the Government of Gen. Simon. The contracts are declared to be among the most valuable ever granted by the Haytian Government to any foreign concern.

Under the franchises Mr. McDonald will build about aco miles of railroad in Hayri at a cost of several million dollars. The Government, according to report, is to give a handsome subsidy on each mile of road built. The railroads will run from Gonaives to Hinche and Grosmore and from Port au Prince to Gape Hayrien and Arcahare. The roads will open up immense tracts of extremely rich mineral and agricultural land.

It is understood that the Haytian Government will levy an export tax on certain agricultural products to meet the cost of subsidizing the new works.

Chilian Railway Contract Granted to British Banks.

The President of Chile has signed a decree granting the representative of a number of British banks the contract for the construction of the northern section of the "longitudinal" railway, valued at \$150,000,000.

It is expected the work will be finished in four years. This railway when completed will run from north to south from Arica to Santiago de Chile, a distance of 1501 miles, and will form a junction with the proposed Pan-American Railway.

The Government will shortly ask for tenders for the electrification of the railway from Santiago to Valparaiso and its branches, the total length of line being 250 kilometers (156 miles). The electrification will be continued on the remainder of the Chilian railways.

United Fruit Co. Begins Work on Salvador Railroad.

Work was begun recently on the eastern division of the Pan-American Railroad at La Union, Salvador. The concession for this road was granted to Miner C. Keith and Bradley M. Palmer of the United Fruit Company. The work will be continued on the line of the old track between La Union and San Miguel and eventually extended to San Salvador.

To Develop New Mexican Port.

The early construction of a railroad from Tucson, Ariz, to Port Lobos, Mex., on the upper extremity of the Gulf of California, is said to be assured. The recent incorporation of the Arizona, Mexico & Gulf Railroad Company, with a capital of \$13,500,000, gold, for the purpose of building the line is to be followed by an application to the Mexican Government for a concession to cover that portion of the proposed road through Mexico and the establishment of extensive port facilities at Port Lobos. The road will be about 450 miles long and is being promoted by the same financial interests that compose the Development Company of America. Not a great amount of improvements are necessary to make the new port available for carrying the traffic that is expected to pass through it. Most of the territory to be traversed is known to be rich in minerals, but the lack of railroad transportation facilities has prevented their exploitation.

Porto Rican Mills Need More Supplies.

Construction of the Constr

Special Agent John M. Turner, writing from San Juan, presents a prospect for greater demand for sugar-mill supplies in Porto Rico as a result of the increased acreage in sugar.

Porto Rico produced for export in 1000 nearly 224,000 tons of sugar, which was made in some 48 sugar mills, or tons of sugar, which was made in some 48 sugar mills, or "centrals." It is estimated that the production this season will be considerably over 200,000 tons, the largest in the history of the industry. The mills are now grinding the history of the industry. The mills are now grinding the property of the

Supplies for the following year are generally contracted for in July or August for shipment in November or December, except machinery, which must come as soon as tone mills shut down, or as soon as soonishe, after measurements are taken and plans drawn. For next season's use in Porto Rico there will be required, say 3,000,000 jules acks for the sugar, and the twine to sew them. Laboratory supplies of all kinds and stationary in liberal quantities will be ordered. Machinery, belting, nails, screws, tools of all kinds, rivets of all sizes, and many other hardware supplies are also required. Small engines for pulling cane cars will be needed, as well as the cars themselves, and tracks to reach the new acreage.

Electric Cranes Wanted For Montevideo Docks.

The Montevideo Harbour Authorities have invited tenders for the supply of an electric cranes, in accordance with plans and specifications to be seen at the Secretary's Office of the "Consejo de Administración del Puerto de Montevideo," Montevideo. Tenders, which will be opened at 3 pm. on the July, should be addressed to the above-mentioned "Conscio".

To Dredge Harbor of Sagua La Grande.

One of the most extensive dredging contracts let in years has just been closed with the Huston-Trumbo Dredging Co., of Tampa, Fla., by the Cuban government. The contract is for the improvement of the harbor at Sagua la Grande and involves the expenditure on the part of the Cuban Government of \$2,012,000 and the work will require a large force of men and extraordinary equipment. Among the dredging and other apparatus to be put in service is a new six-yard dipper dredge, costing \$165,000; three dump scows, one of 300 yards length; three drill scows which cost \$59,000, one 150-10 tug worth \$50,000, and errick barge, one large 22-inch hydraulic dredge costing \$125,000 and a launch for the convenience of the manager. There will also be coal and water scows and the company will operate its own evaporating plant.

American Coal Finds Market in Brazil.

The sailing of the British steaner Himera from Baltimore for Santos, Brazil, early this month, with a cargo of coal marks an interesting chapter in shipping. The Himera is to be followed by two more vessels, both of which will carry cargos of coal to Rio Janeiro. It is understood that this first charter to carry coal to South America is an experiment. If it proves a successful venture there will be other charters to follow.

EUROPE-GREAT BRITAIN AND THE CONTINENT

Statistics of British Population and Trade.

The British Board of Trade, according to a volume of statistics recently published, regards the approximate area of the British Empire as 11,334,000 square miles. Within this area there are shown to be 400,000,000 human beings, three-quarters of whom are included in British India. Other statistics are quite as striking. The population of the United Kingdom is estimated at 45,000,000. The statistics relating to trade show that the total value of the foreign and inter-Imperial trade of the Empire in 1908 amounted to \$7,490,-100,000, this total showing an alarming drop of nearly \$845,000,000, compared with the figures for the previous year. Foreign trade fell off by no less than \$572,530,000, and inter-Imperial trade by \$272,046,000. The falling off in foreign trade was divided as follows: Imports, \$257,450,000; exports, \$115,080,000, and the decrease in inter-Imperial trade was accounted for by a drop of \$179,350,000 in imports and \$97,690,000 in exports.

Foreign Fishing Boats Adopting Motors.

The flash of a spark from a motor is beginning to mark the presence of fishing fleets, and the light, fast pleasure boats, likewise engine driven, are penetrating the countless glassy fjords of the Scandinavian peninsula and resort-fringed shores everywhere.

The cod fishing far North on the west coast of Norway, so much nearer the coast than other cod fisheries, has brought the motor boat into special demand for that purpose. Consult Taylor, of Stavanger, reports to Washington that therefore are £500 fishing boats altogether on the west coast alone, on a comparatively small waster area. This opens a market.

Italy Will Need Shipbuilding Supplies.

Under the new subsidy scheme of the Italian Government, it is anticipated that about 40 new steamer will have to be constructed in Italy within the next four years. Under the building regulations one-third of the materials of construction may be imported free of duty or on specific terms. The engines will be constructed in Italy, but the boilers and auxiliary machinery will probably have to be imported. The Italian Government shipyards are full of work for months to come, and the doubt has been suggested whether the existing private yards can possibly fulfil the prospective demands on them.

Harvester Trust Buys Plant in Russia.

Announcement is made that the International Harvester Co. has purchased the plant of the New York Air Brake Co. at Moscow, Russia, for \$2,25,000. This plant was built by the Air Brake Co. at the time of the Russo-Japanese War, but orders failed to materialize and it proved a losing investment. As the Harvester Co. does an annual export business of \$7,000,000 to \$10,000,000 in agricultural implements with Russia, these facilities for manufacturing on the ground will probably save a large sum annually in export expenses. It was reported some time ago that this company was negotiating for a plant at \$1. Petersburg, and with the Moscow plant in addition the company should be able to make almost all the machines needed by Russia in that country.

Railway Material Needed for Spain.

The "Caceta de Madrid" contains Royal Decrees inviting tenders for the construction of strategic railways (1) from Jarandilla to Plasencia; tenders will be received up to 56th August; (2) from Valdepräfas to Alcaraz; tenders will be received up to 56th Actober; (3) from Burgos to Ontaneda; tenders will be received up to 56th December; (4) from Burgos to Calataynd via Soria; tenders will be received up to 25th December; (4) from Burgos to Calataynd via Soria; tenders will be received up to 23nd February, 191t. The railways are to have a single track, with rails weighing not less than 30 kilogs per metre Means must be provided for the transport of artillery. Projects may be submitted providing for electric traction. These contracts are open to Spanish firms only, but it is probable that some of the material required will have to be purchased out of Spain.

Bulgaria to Hold Steam Thresher Competition.

Competitive trials will be held, between 18th and 2µd July next, at the Bulgarian Government stud farm near Plevna, of steam threshes of 12 hp, and over. The trials are to be held under the auspices of the Ministry of Commerce and Agriculture (Veterinary and Zootechnical Department), and machines of the type of that most successful in the trials will be purchased by the Department, who will also recommend them to other Government institutions and to private landowners. All cost of transport and installation must be borne by the competing firms.

Threshers must be fitted with chaff cutters and with elevators for hoisting sheaves and stacking straw, and must burn straw, wood or coal. The prices of the machines must be stated before the trials begin.

Russia Continues Farming Implements on Free List.

In view of the hostile attitude of the agrarian members of the Duma, the Russian Cabinet has decided not to submit the bill placing a tariff on agricultural machinery, but to continue this on the free list until July 15, 1912. The cision is of great importance to the American exporters of agricultural implements.

Armor Plate Finds Market in Italy.

Few of the Anchor Line's steamships to the Mediterranean leave New York nowadays without a consignment of armor plate for the Italian government, to be delivered at Leghorn, and generally of the manufacture of the Midvale Steel Company. The Calabria, which recently sailed had you tons of this material on board. She also carried yoo tons of copper, an unusually large quantity of reapers and other agricultural implements and a general cargo of cottonseed oil, wax, gas engines and parts, hay presses and sundries. Among the latter is a very unusual shipment, consisting of zoo cases of toothpicks.

Cunard Line Extends Service in the Levant.

The Cunard service from Liverpool to Levant ports, which formerly finished at Constantinople, is now being extended to Odessa, Novorossisk and Batonm. With the larger steamers now employed in this service, the company is bette to provide for the increased cargoes which the Black Sea ports offer.

A S I A INCLUDING EAST INDIES, ETC.

Method of Bidding for Chinese Contracts.

The United States Chargé d'Affaires at Peking has furnished the following information concerning the letting of contracts for the Chinese Government, which, he says, applies fully to building construction in North China, and, in great degree, throughout the Chinese Empire;

The Chinese Government have no rules, printed or otherwise, for letting contracts or for buying materials. The man on the spot with the lowest price and quickest delivery gets the work. Ninety per cent, of all the building done in China is done by Chinese contractors. When foreign material is specified, such as heating plants, plumbing, electric light plants, light fixtures, constructional steel, etc., tenders for these materials, either delivered on the ground or put in place, are invited from the many foreign firms in Tientsin or Shanghai. These firms hold agencies for the materials required, and all arrangements are made with them. Neither the foreign engineer nor the native contractor deals directly with the home houses, as it saves much trouble to deal with large houses well established in China. The prices of the latter include freights, duties, etc., and, where necessary, quotations are given including landing the goods where wanted and putting them in position.

Unless connections are made with a well-established firm, or a permanent agency for a special line of goods created, there is little chance of introducing foreign building material into China. As the large firms have their own expert engineers, a contractor can get fair prices quoted for every-thing at short notice. These firms make it their business to be closely in touch with all proposed work, both Government and private. The terms of payment usually offered by the Government are one-third on arrival of shipping documents, one-third on delivery, and one-chird on acceptance.

Openings for Trade in Baku District.

There is a market in the Baku district of Russia for toilet sets, china, and porcelain ware, a certain amount being already imported from the United States and the United Kingdom. Nickel goods and kitchen utensils are mostly imported from Germany and Austria-Hungary. Table glass comes from France, whilst plate glass is now made by Belvian firms in Russia.

For ordinary paints it is difficult to compete with the Russian manufactured article, but high grade enamels are imported from the United Kingdom, Germany and America.

Growing Demand in China for Kerosene Oil.

The Customs returns for the first quarter of 1910 show a fair advance in the trate of Shanghai as compared with that for the corresponding period of last year, the total increase from duties being Italiawan tatels 66,652; (about 58,500,000). The most conspicuous advance has been in kerosene, which has goine up from 275,858; gallons to 12,83,450; gallons. The growing appreciation among the Chinese of oil as an illuminant is most narked wherever one goes, the contract of the

Proposed Expenditure for Manchurian Railways,

According to the "Manshu Shimpo," the Japanese Minister of Communications stated, at a committee meeting of the Imperial Diet of Japan, that the loan of 40,000,000 yer (\$40,000,000) to be floated by the South Manchuria Railway Commany was to be exceeded as follows:—

	yen.
Rolling stock on main line	11,400,000
Workshops along main line	3,500,000
Improvements on main line	2,300,000
Reconstruction of Antung-Mukden line	3,000,000
Workshops along Antung-Mukden line	200,000
Electric power house at Dairen	1,000,000
Electric tramway at Dairen	500,000
Electric light plant at various places	350,000
Gas plants	350,000
Harbour construction	2,700,000
Equipment for shipping grain	2,000,000
Equipment for shipping coal	2,000,000
Wharf and harbour buildings	1,900,000
Steamers	700,000
Mines	200,000
Public works	3,000,000
Schools, hotels, hospitals, &c	4,900,000

Krupp Steel Products Invade Central Asia.

During the last few years the entitivation of cotton in Russian Central Asia has made controms strictes, and it is confidently predicted that Russia will ultimately be able to dispense with the importation of raw cotton from Egypt and the United States. Cotton factories in Turkestan are described as springing up this mushrooms, and the machinery for their equipment is supplied by Krupp, of Essen. A despatch from Taskhead annonnees that owing to the high import duty on machinery Messrs. Krupp have decided upon the establishment of extensive works in Turkestan for the special production of cotton factory machinery. In official circles here it is hinted that when once Krupps have raised their flag in Central Asia they will not confine their operations to the production of one particular class of machinery.

Proposed Railroad Improvements in India.

According to the "Pioneer Mail" (Allahabad), the East Indian Railway Company have prepared estimates for the doubling of the existing tracks over the bridges across the lumna at Allahabad and Delhi. This will necessitate the provision of new girders. The cost of the work at the former place is estimated at 80,000l,, and at the latter at 70,000l. The girders on the up-track of the Sone bridge are to be renewed at a cost of 120,000l. On the North-Western Railway between Lahore and Umballa the girders of the various bridges are to be replaced with girders of a new pattern, and the work will be continued to Ghaziabad when the doubling of the Uniballa section is carried out. Over the Beas, Sutlei and Junina rivers entirely new bridges are to be built. The Railway Board have sanctioned the renewal of the up-track on the Kiul and Hullohur bridges at a cost of about 66,000l. The doubling of the line between Mirzapur and Karchana is to be proceeded with this year, the expenditure of a sum of 84,000l for this purpose having been sanctioned.

Correction Notes for the "Exporters' Encyclopaedia." MAY, 1910.

To Users of the "Exporters' Encyclopaedia

Unless the Encyclopaedia is kept up to date and accurate it is of little value; in fact, incorrect information is worse than none at all. These pages (13 to 15) are arranged so that they may be withdrawn from the Review without injury to the book, and handed to the Shipping Department.

The "correction notes" herewith apply only to the sixth (1910) edition.

EXPORTERS' ENCYCLOPÆDIA CO., ** BROAD STREET.

Correction No. 1, May, 1910

HOLLAND (page 412)

The Northwest Transport Line has been succeeded by the Uranium Steamship Co., Ltd., which will operate a regular fortnightly service (Saturdays) from New York to Rotterdam.

Correction No. 2, May, 1916

AUSTRIA-HUNGARY (page 195)

ROUTE 11.

The Northwest Transport Line has been succeeded by the Uranium Steamship Co., Ltd., which will operate a regular fortnightly service (Saturdays) from New York to Rotterdam (Holland), thence by rail and (or) water to points in Austria.

Correction No. 1, May, 1919

PORTUGAL (page \$75) CONSULAR CHARGES

Certification of Consular Invoices is now \$2.50 in all cases. The limit of value for which Consular Invoices are not required is now 45.000 milreis, or approximately \$45.00.

Correction No. 1, May, 1910

ARGENTINA (page 160)

Through bills of lading are now issued by Routes I. 2, 4 and 5 to the following places, via Buenos Aires:

Port Madryn Blo Gallegos San Antoolo Bahia Cracker Cabo Raso Comedoro Rivadavia Mazaredo Bahia Laura Lapataia San Julian Puerto Desendo San Josa Piramides Santa Elena Babia Solano Cabo Bianco Tierra del Fuego Ushuaia Harberton Santa Cruz San Blas Arrayo Verde Rawson Camarones Caleta Ollvia Sea Hear Bay Punta Loyola Almanza Puerto Visser

REMOVAL NOTICE

Steamers of the Royal Mail Steam Packet Co. now load at Pier 52, North River, foot of Jane Street. Change should be noted as follows:

Route 4—page 25 Route 5—page 421 Route 4—page 528 Route 5—page 426 Route 5—page 436 Route 3—page 648 Route 3—page 628 Route 3—page 628 Route 3—page 628 Route 4—page 528 Route 4—page 684 Route 54—page 684 Route 54—p

Correction No. 1, May, 1910

FRANCE (page 334) CONSULAR REGULATIONS.

In shipping certain goods to France, it is now necessary, in order to avoid the maximum rate of duty, to make out a Certificate of Origin, or affidavit, showing the identity of the merchandise, numbers, marks, quantity of shipment, name of consignee and of the steamer on which the goods are shipped. This affidavit, for which there is no special form required, must be sworn to before a Notary, whose signature has been certified by the county clerk, or whose signature and appointment have been registered at the Consulate. This Certificate of Origin must be vised by the French Consul, for which a charge of § 1.21 js made.

We have not been able to obtain as yet, a full list of the goods for which this Certificate of Origin is required, but the Consul can always inform shippers as to which goods the new regulation applies.

Correction No. 1, May, 1910

AFRICA (West Coast) (page 143)

As previously announced in our news columns, the Hamburg-American Line will establish a direct service from New York to Las Palmas, Sekondi, Acera, Lagos, Calabar and Duala, commencing July 25. Sailings will be about every two months.

Los Recursos Economicos del Peru

Continua Articulo escrito para la Exporters' Review por el Sr. J. Louis Schaefer, Vice-Presidente de la conocida casa W. R. Grace & Co. a cuyos esfuerzos se deban gran parte del desarrollo de la Costa Occidental de Sur America.



ECORRIENDO por vapor la costa del Peru, poco desqués de dejar à Paita, pueden verse varias pequeñas islas à lo largo de la costa, y al aproximarse el vapor, la atención es atraida por o que parece nubes bajas que se

mueven rápidamente. Las islas son las llamadas de Lobos y las nubes son grandes bandadas que constan de millones de pajaros; la antiqua fábrica natural de Guano peruano. Además de ser conocido el Perú por su gran riqueza minera, el guano contribuyó á hacerlo famoso. El guano peruano es el mejor y más completo fertilizador natural. Así se lo considera en todo el mundo. Contiene todas las propiedades necesarias al alimento completo de una planta. Es rico en amoníaco ó nitrógeno y en ácido fosfórico. Las islas y el continente donde se encuentra el guano son desoladas. Nada crece alli. Debe llevarse cuanto se necesita para la vida: alimento para los animales y el hombre, aun el agua tiene que llevarse alli.

El guano consiste en los excrementos de los pájaros acuáticos y otros animales marinos y, por consiguiente, el aislamiento de los depósitos y la carencia completa de lluvia son exactamente las condiciones requeridas, junto con el océano á mano, lleno de peces, para la producción y conservación del guano. Para darles una idea adecuada de la razón de producción, podría decirles sin exageración que estas islas están literalmente cubiertas de estos pájaros, He oido decir que unos 15.000 á 20.000 pájaros ocupan un acre, y como las diferentes islas cubren una extensión considerable, uno tiene que contar los pájaros por millones. Altora bien cuando se considera que estos pájaros no hacen otra cosa sino coger peces y rellenarse todo el día, y cuando se tiene en cuenta que estas fábricas de guano, como podriamos llamarlas, funcionan desde hace probablemente centenares de años, es posible concebir alguna idea de los depósitos que allí existen. Creo que las islas Chincha solas producen ocho millones de toneladas, y el guano se ha vendido, ann hace poco, en albunas partes del mundo hasta \$70 la tonelada. En los Estados Unidos se vende, según el análisis, desde \$30 para arriba por tonelada. Treinta ó cuarenta años hace el l'erú sacaba grandes beneficios de la venta del guano. Creo que el rendimiento era de más de \$3,000,000 al año,

La Corporación Peruana que fué organizada por M. P. Grace después de la guerra con Chile, oluvua del Peri todos sus ferrocarriles y el derecho de sacar 3,000,000 de toneladas de guano. Hasta la fecha la Corporación ha extraido poco más ó menos la mital de esta cantidad. El Perú exporta cada año cerca de 100,000 toneladas de guano y se calcula que los pájaros depositan como unas 20,000 foneladas de guano fresco cada año, pero poco más ó menos esta cantidad es reservada por el Cobierno para el uso de las inhustrias domésticas.

Yendo tierra adentro desde Salaverry tenemos el

Departamento de Trujillo. Alli tenemos IIOJAS DE COCA: El cultivo de la hoja de coca es una industria bastante importante en esta región. En realidad, la planta de coca no erece en otra parte, aunque se havan hecho ensayos frecuentes para cultivarla en otros países. Crece en las montañas entre 3.000 y 7.000 pies arriba del nivel del mar. En otro tiempo estas hojas eran muy poco conocidas, y eran consumidas por los indios, pero la industria se ha desenvuelto y la exportación ha subido a cerca de 4.000,000 de libras al año. Gran parte viene á los Estados Unidos, pero la mayor parte se exporta á Europa. Del extracto de las hojas, se prepara la cocaina. que se vende á unos \$3.25 la onza. Las hojas de coca se venden en los Estados Unidos á cerca de 20 á 40 centavos la libra. Por lo que conozco, El Perú abastece el consumo de cocaina del mundo entero.

Se hace gran consumo de estas hojas entre los indios natuarles, siendo un estimulante de mucha eficacia. Cuando el indio sale para un largo viaje, consume muy poco alimento, sus recursos siendo muy limitados. En consecuencia, toma consigo una taleguita de hojas con lima, y masticando ambas alconza bastante alimento para sostener sus fuerzas. Obra también como anestésico. Las hojas de Coca vienen también de Huánuco y del Cuzco. El valor total de la cosecha de coca en el Perú es de unos §4,50,000 ol alño.

AZUCAR: En el valle á espalda de Salaverry y Trujillo, conocido con el nombre de Valle de Chicama. se extiende el gran distrito azuearero del Perú. Nuestra casa tiene en el valle una gran propiedad con fábrica de 112.000 acres, que produce poco más ó menos de 112.000 á 15.000 toneladas de axicar al año. La producción total del Perú es de unas 150.000 toneladas al año. La producción total del Verú es de unas 150.000 toneladas al año. La producción del axicar ha aumentado un tanto durante los últimos diez años, debido en parte al hecho de que los hacendados han aprendido à hacer uso copioso de guano como fertilizante.

La cultura de la caña de azúcar en el Perú no es como en Cuba ó en las Islas Filipinas. Alli se tienen estaciones de lluvias y estaciones secas, por consiguiente, hay cierta estación para plantar, cultivar y cortar. En el Perú es diferente; Nunca hay lluvias, y por consiguiente, riegan la caña por medio de zanjas de irrigación. Claro está que el agua no baja de las montañas cuando se quiere, y más de una vez un vecina roba el agua, pero por regla general, el plantar, cultivar, cortar y moler la caña continuan sin interrupción por todo el año. En otros términos, cuando el plantío se hace en enero, el corte se calcula para abril del signiente año, y así sucesivamente. El azúcar del Perú tiene la reputación de ser de la más alta calidad. La exportación de azúcar del Perú se eleva á unos \$8,000,000, á los precios actuales. Poco más ó menos la mitad de la producción de azúcar del Perú va

(Continua a pagina 16)

Creek.

Correction No. 1, May, 1910

SHIPPING ROUTES FROM NEW ORLEANS

ROUTE 9- (page 736)

Sailings are now as follows:

Every Thursday for Belize, Porto Barrios and Puerto Cortez. Every alternate, Thursday for Livingston.

Every Saturday for Colon and Bocas del Toro. Every Tuesday for Belize, Porto Barrios, Port Limon and Bocas del Toro.

Limon and Bocas del Toro.

There is a connecting service between Belize.
Punta Gorda, Monkey River, Sittee River and Stann

Correction No. 1, May, 1910

SHIPPING ROUTES FROM BALTIMORE

ROUTE 4-(page 711)
Steamers now load at Pier 32, Locust Point.

Correction No. 2, May, 1916

CHANGE OF SAILING DAY

The Quebec Steamship Co.'s steamers for the Leeward and Windward Islands, etc., now sail from New York every alternate Wednesday, with oceasional extra sailings as the demand requires. Change should be noted as follows:

Route 2-page 224 Route 1-page 473 Route 3—page 30 Route I—page 68 Route 2-page 344

Correction No 2, May, 1910

SHIPPING ROUTES FROM BOSTON

ROUTE 1. (page 605)

Sailings are now every alternate Tuesday.

Correction No. 2, May, 1910

COLOMBIA (page 267)

ROUTE 5.

Steamers do not call at Cartagena or Savanilla (Porto Colombia). Route No. 5 should be crossed out at above ports on page 262.

Correction No. 1, May, 1910

MEXICO (page 491) ROUTE 2

Freight need not be prepaid on shipments consigned to interior points of Mexico to which through bills of lading are issued, with the exception of small railroad stations at which there is no agent. Freight must be prepaid on shipments consigned to any of the ports of Mexico.

Correction No. 2, May, 1910

GREAT BRITAIN (page 374) ROUTE 3.

Sailings for Southampton are now every Wednesday.

Correction No. 2, May 1910

GERMANY (page 361) ROUTE 3.

Sailings for Hamburg have been discontinued. The Northwest Transport Line has been succeeded by the Uranium Steamship Co., Ltd., which will operate a regular fortuightly service (Saturdays) from New York to Rotterdam, Holland. As noted on page 356. Route 3 is a practical route (via Rotterdam) for many places in Germany. Route 3, however, should be crossed out on page 354 at Hamburg.

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(Continua de la pagina 14.)

para Chile, obteniéndose alli en la venta un precio más elevado. El resto se vende en Europa ó en los Estados Unidos. Poco queda sin venderse antes de la expedición. El egente del cultivador de azúcar en general recibe oficiator obtiene el azúcar. Gran parte del azúcar y que viene á los Estados Unidos se emplea en la fábricación del tabaco de mascar ó piola. Un Producto segundario del azúcar peruano es el alcohol, que es alli la maldición del obrero. El valor total de este alcohol alcanza unos \$500,000.

LANA: Otro articulo importante de exportación es la alpaca y otras lanas de carareros. Alguna de esta lana viene á los Estados Unidos, pero la mayor parte va para Europa. La exportación sube á unos \$2,500.000.

GOMA: Además del café, coca, tabaco y otros prointetos de la zona tropical, el Perú es muy rico en tierras productoras de goma, y si el precio del cancho continúa como al presente, esto sería un gran manatial deriqueza. La goma fina se vende en los al redelores de \$2.00 la libra, mientras que las calidades más groseras, se venden poco más 6 menos \$1.00. Entiendo que el indio natural pude recoger y curar unas 6 libras de goma al día. La consecuencia es que si se pudiese tener bastante trabajo, esto significará una fortuna segura en coro tiempo. El tralajo, sin emlargo, es muy escaso en esta región. Se ha ensayado celar mano del trabajo japonés, pero no se si tendrá estito. Un sintulado americano posec essi dos milliones de acres de tierras gomeras cerca del Rio Neath.

MINAS: Cuando flegamos à considerar la riqueza minera del Perú, tocanos un asunto que se ha tratado por escrito durante siglos y del que se habla por todas las clases de personas interesadas en la industría minera. El Perú fué famoso hace siglos por sus minas de oro y plata. La codicia de los conquistadores españoles y las muchas revueltas locales son probablemente responsables del hecho de que se haya descuidado la producción en los pasados años. Las cosas han cambiado y durante los últimos pecos años el capital extranjero y particularmente el americano, ha sido atráido por las oportunidades.

La más grande mina del Perú hoy dia es la del Cerro de l'asco situada á 14.000 pies arriba del nivel del mar, Poseida por la Cerro de Pasco Mining Co, de Nueva York. Entre los americanos de nota interesados en la compañia, se cuentan los Sres. I. B. Haggin, H. C. Frick y J. P. Morgan. Su inversión representa un gasto contante de no menos de \$20,000,000. No es sino en los últimos 15 años que estas minas se han trabajado para la obtención de cobre. Eran originariamente trabajadas de una manera muy primitiva por los indios como minas de oro y plata, y como el mineral era de calidad muy rica, producian muy grandes sumas. Más tarde cuando la plata bajó de precio, las minas se cerraron y abandauaron en parte, haste que el cobre vino á ser un metal de valor, y se descubrió, que estas minas contenian eantidades de cobre de muy alta calidad. Las minas no se laborean á gran profundidad, por llenarse de agua á sólo mos 500 pies de la superficie del suelo,

Es un hecho indisputable que se ha gastado más dinero en las minas del Cerro de Pasco, autes de sacar de ellas un solo ce avo que en cualesquiera otras minas del mundo. Sin embargo, es también un hecho que alli minerio es el más rico del mundo. Parte del mineral tiene un por medio de 20 por ciento cuando un pormedio de 12 por ciento se considera como halagueño, La compañía embarea ahora unas 2000 toneladas de minerio al mes, à pesar de no trabajar su presente plantel en toda su capacidad. Tiene su propio ferrocarril de Oroya á Cerro de Pasco, sus propias minas de carbón, hace su propio coke, tiene abastecimiento ilimitado de cal y arcilla, hace sus propios ladrillos para sus propios edificios, hornos y otros intentos. No puedo preciarme de perito en punto de minas y por esto no discutiré el valor de las minas del Cerro de Pasco desde el aspecto técnico. Llegué hasta 80 millas de las minas, pero no pude avanzar más; sin embargo, se me dice que son muy dificiles de describir por ser diferentes de cualquier otra cosa. En los antiguos tiempos, cuando se laboraban las minas en el modo primitivo para la obtención de plata, los mineros solían quejarse de los grandes bancos de cobre que encontraban y que requerían muchos gastos para remover, echándolos de lado por inútiles. Más tarde se explotó el cobre de una manera primitiva, bero los naturales no trabajaban sino el mineral que presentaba un pormedio de 25 á 40 por ciento. Hay tambien un grande establecimiento de mina y fundición en Casapalca, conocido con el nombre de Backus & Johnson, en el cual nuestra casa está interesada como accionista. Hay también muchas otras pequeñas minas de plata y cobre á lo largo de la línea del Ferrocarril Central.

Otra gran compañía minera es la Inca Mining Company, que posee la mina de Santo Domingo, extensa mina de oro en el Perú meridional, Esta compañía esta constituida por un cierto número de personas de Pennsylvanie que viven en los alrededores de Bradford. Uno de los miembros de nuestra firma que residió muchos años en el Perú, me dijo que hubiera comprado esta mina hace 25 años por unos \$50000. Los pennsylvanienses la pagaron unos \$300000, y por algim tiempo sacaron de ella algo como \$100000 al mes. Claro está que han gastado mucho dinero en caminos, tienen cuarenta y ocho millas de excavaciones, como timeles, galerias, pozos y elevadores. Hasta ahora la ouza de mineral es tan baja como la que siempre han tranajado, el pormedio siendo de 3 onzas por tonelada ó sea unos \$60 la tonelada. Creo que el pormedio en las célebres minas de Rand es de unos \$7 por tonelada. La comarca en este punto es tan áspera que el problema del transporte imposibilità el laborco de valiosas propiedades. La Inca Company construyó sus propios caminos y rieles por una distancia de 110 millas, al costo de un millón de pesos.

Todo este distrito se supone muy rico en minas de oro. Pueden verse también trazas de oro en casi todos los rios de la vertiente oriental de los Andes. Un gran sindicado inglés se ha formado recientemente en Londres, y está estableciendo dragas en el río lamabari, teniendo ma concesión de 300 millas de largo. (Cottima)

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A F R I C A CAIRO TO THE CAPE

Transvaal a Good Field for Our Hardware.

Consul Edwin N. Gunsaulus, of Johannesburg, reports on the growing demand for hardware in the Transvaal, and what Americans should do to get their full share of the trade:

"There is a pronounced building revival in Johannesburg, Pretoria, and other cities and towns of the Transvaal, and among the construction work now in progress and near completion are several large contracts for government and municipal buildings. These together with many local business and residential structures to be built within the next year or two. The constant extension and enlargement of the various mining industries of the Rand and outside districts will likewise add very materially to the volume of business to be done here within the next year or two.

"The hardware and cutlery imports into the Transvaal, Orange River Colony, and Rhodesia for 1996, exclusive of machinery amounted to \$2,781,213, of which the United States furnished \$268,480. The statistics for 1990 will show a large increase over those figures in hardware imports, while everything indicates that the trade for 1910 will witness still further gains.

"One serious hindrance to American trade, and one that is much complained of by local hardware dealers, is the delay often experienced in the execution of orders.

South African Trade Growing.

The slow improvement in South African trade, which merchants have been aware of for about a year, has received the confirmation of official figures in the very full return for 1909 just issued by the South African statistical burean of Great Britian.

During the twelve months covered by the report, imports, exclusive of specie, government and milliary supplies, amounted in value to nearly \$13,500,000, an increase of \$13,750,000, while exports reached the value of \$2,52,000, while exports reached the value of \$2,52,000, while exports reached the value of \$2,52,000, the increase over the previous year being \$8,650,000 Gold and diamonds, as usual, account mainly for the latter figures, but there were also appreciable, and it some cases substantial, increases in the exports of general produces. Noticeable headway is seen in the exportation of ostrich feathers, maize, mohair, hides, wood and coal. The latter item is commencing to play an important part in connection with shipping requirements. For a considerable time past the homeword mail loast have replenished their lounkers at Durlam with Natal coal, and a growing business is done with ships returned from the East.

Natal Needs More Rolling Stock.

Natal is enjoying a trade boom, judging from the revenue returns for the past eight months and the output of the coal mines, which in February reached about 200,000 tons. The State railways are so busy that heavy orders have been placed with the workshops for rolling stock. I Itundreds of freight cars have been temporarily borrowed from Cape Colony.

Expenditure For South African Railways.

The Inter State Conference at Bloemfontein has anthorized the expenditure of \$3,000,000 in connection with the rail way requirements of the four Colonies.

Increasing Traffic of Beira Demands Big Wharf,

With a view of coping satisfactorily with the increasing traffic through the port of liera, Portuguese East Africa, a new wharf for the accommodation of ocean-going steamers is about to be constructed. At present all cargo is conveyed to or from the railway jetty by means of lighters, and the need of a wharf, alongside which vessels of large tomage can safely lie, is beginning to be urgently felt. At the beginning of this mouth there was waiting for shipment from Beira some Good tons of chrome ore, for the supply of which Rhodesia is gradually challenging. New Caledonia for supremacy, the freight to the States being arranged on a very low basis by steamers of the lines trading between New York and South Africa.

Railroads Developing Nigerian Trade.

The report on Northern Nigeria for 1008-0 just issued states that the extension of the Lagos Railway into Ilorin has resulted in a large increase in trade, while the advent of the railway has brought the Administration into close touch with the people. Great improvement in the export trade may be anticipated from the extension of the Baro-Kano Railway. and it may be possible to place profitably on European markets the produce of the shea-butter tree, of which there are a great quantity to the north of Minna. The Arab traders of Kano already appreciate the advantages of comparatively rapid transport, and it seems probable that the large Trans-Sahara caravan trade to Tripoli will be diverted to the Niger. The wealth of the mineral area in the Banchi Province has been proved, and a road is being constructed from the extensive tin field to a point on the railway 145 miles from Baro. The construction of this road will facilitate the transport of machinery and stores to the mines and the export of tin ore to Enrope, and provide the railway with considerable freight

International Trade Bureau for Ivory Coast.

The British Acting Vice-Consul at Grand Bassam reports that a chamber of commerce has been established for the French Ivory Coast. Persons of nationality other than French, established in business in the colony or representing foreign firms so established, may become members.

The Chamber would no doubt be willing to distribute catalogues of American firms. Catalogues, in French with French weights and measures and coinage, should be sent to the Secretary, Chamber of Commerce, Grand Bassam, Côt d'Ivoire, West Africa.

Congo Frontier Question Settled.

It is reported on good authority that an agreement has been concluded by Great Britain, Germany, and Reliquim which disposes of the Congo fromtier difficulties. The understanding is said to be on the following lines: Belgium retains possession of the western shore of the Albert Nyanza, but cedes to Great Britain the territory on the further side of the Semliki River. Germany obtains only a part of the Kivu Lake, and of the Rudsi, but concessions are made to her whereby Lake Tanganyika is brought within range of the Natanga concessions field by German commanies.

AUSTRALIA INCLUDING HAWAII & OCEANIA

Virginia Large Australian Electric Supply Contract Closed.

The "Australian Mining Standard" (Sydney) of 2nd March states that a contract has been made for the supply of electric light and power to fourteen Blue Mountains' townships. The scheme includes street lighting, the provision of power for pumping and quarry working, and the supplying of private consumers.

The area will be divided into three parts, each having its own generating station. The plants to be installed at the three power stations will include suction gas equipments as prime movers, driving 2,200 volt three-phase 50-cycle alternators by belt drive. It is estimated that about 70 miles of mains will be laid at first, to be added to later.

Tube Manufacturers May Locate in Australia.

The production of steel and iron tubing from imported strips and hoops is likely to be undertaken in Australia in the not distant future. The "Melbourne Argus" states that if the Government will come forward with a bonus for production, and give reasonable protection against the foreign articles, especially German and American tubes, a well-known British firm of tube manufacturers is prepared to put down a plant for the purpose of making iron and steel tubes in Australia. It would mean the expenditure of a capital of at least \$100,000 for plant and buildings, and the constant employment of 300 to 500 men. So extensive is the market for piping in the Commonwealth that no single works on the moderate scale proposed would supply the demand. If the experiment were successful it would lead, says the "Argus, to the opening of similar factories in the other States, and should the trade be overtaken, thousands of men would be employed.

Australia Taking Large Quantities of Rails.

Providence and the second

The arrival of the steamers Strathdon and Strathnairn at Fremantle from Baltimore has just been reported. Both these steamers carried carones of steel rails valued at \$286,325

The German steamer "Altona" has finished loading a cargo of 2,150 tons of steel rails at the piers of the Maryland Steel Co., Sparrows Point, and cleared for Brisbane, Australia. This is the first cargo against an order for 11,000 tons for the Oucensland Government Railways. The British steamer "Norman Monarch" is now at Sparrows Point for the second shipment, which will consist of 6,500 tons, a portion of which will go to Rockhampton and the balance to Brishane

New Zealand Hemp Industry Prospering, For some time past the belief has been growing in New

Zealand that hemp should be a greater source of wealth to the Dominion than it has yet become. According to a return just made by the dominion Department of Agriculture. the total number of bales of hemp graded in the Dominion in the six months ending with January was 52,949 bales, as against 37,882 hales in the corresponding period-an increase of 15.067 hales, or about 40 per cent. The industry, then, is clearly progressing, but it has a long way to go yet.

To Increase Auckland's Port Accommodations. Considerable developments are to be carried out at the port of Auckland. This is with a view to increasing accommodation for large steamers, and it is stated that the New Zealand Shipping Company and the Shaw, Savill, and Albion Company have decided jointly to make Auckland a final port of call for home vessels. The companies are to alternately despatch a steamer from Auckland to London every fortnight.

FOREIGN TRADE OPPORTUNITIES

The following are among inquiries received by the Bureau of Manafactures, of the Department of ameree and Labor, Washington, D. C., during incl mouth. Manufacturers interested can obtain full particulars, free of charge, by writing to the Hureau of Manufactures and referring to the number given.

4776 American goods-Germ-4404 4770 Windmills, all classes o metal work, engine for slik factories, oliv presses, sgricultura mplements, elc.

4827

4780 Tramway Suppl

Windmills and olive presses-Europe 4783 Machinery for making paper from collon-seed

Sheet tron and metal goods-Latin-

America.

America.

Iano-player music—United Kinpiom.

hamola leather, gutta-percha over

snoea, inologum, l'alifornia fruit,

l'ardboard diska—Kngland.

l'aning mill machinery and supplies—Canada.

Latin-America diska—Kngland.

Latin-America diska—Kngland.

Latin-America diska—Kngland.

Jang mill machinery and supplies—Canada.

Latin-America diska—Kngland.

Latin-America dork plue overing—

lagnesia and cork plue overing—

4789 4793

Concession to build a dock—Mexico.
Magnesia and cork pipe covering—
Leather and shoemakers' supplies—
Levant.

hy witting to the Bureau of Manufactures and referring to the number gives.

Tamining, some making and olimbak. [13]

Big muchinery—Mestico.

American Bitter—Lastene Europe
Mechanical stoker—Lermany.

France.

France.

American Good person metaltee.

France.

Jamos and plano players—Northern

[338] Staves for dry casks—Engiand.

Strum, dried fruits, deleta, seeds and strum, died fruits, deleta, seeds and plano players—Northern

4815 4816 Planos and piano players-Northern Europe.

Europe.
Animal and pouliry feeds and animal soap—England
Playing cards—Levant.
Lubricating oils and similar articles—Germany. 4817

4820 Lacquered leathers-Eastern Eu-

anning appliances-West Indies. Meters and pressed glass-Western 45(111) ids for supplying street-name signs and house-numbers—Mon-tevideo.

Starch, paints, elis and varnishes-4824 olis, paints for ships, varnish, LANCE.

wire, and hemp rope, etc., aiso antifouling paints for ships, car-bide, etc -- Europe. Floating dock -- Latin-America. ovelties and patented articles-Novelties

4828 Telephone system—Kurope. 4820 Public buildings, improvements, etc. —Venezuela. 4830 Nuts and bolts—England.

parafin—weeden
White-metal spoons—Europe.
Refrigerating machinery—Far East.
Concession for auto passenger and
concession for auto passenger and
concession for auto passenger and
concession for autopassenger and
particle for a forestalling and concession for autopassenger
leather dressings, novelties and
fancy goods, cotton and denims,
etc.—Far East.

etc.—Far East.
Fishing supplies—Western Europe.
American noveliles of all kinds—
South America.
Irrigation apparatus—Europe.
Automobiles and automatic fire-4856

Automobiles and automatic fire-arms-Europe, Cotion goods-South America. Emblossing and engraving machin-cry-Europe, Rossing machine, for rossing bar-ley, cocon, coffee, etc.—South

1502 ley, cocoa, coffee, et America. eel dock—Latin America.

l'aper-making machinery and wood pulp-Europe. Watches-Turkey.

Tenders for steel or iron pipe— Canada. Agency for scales—England. Agency for scales-Englas Textile machinery-South

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Table Showing Value of Exports (exclusive of specie) From New York, for April, 1910.

	Value		Value
Arabia\$	498	*Mexico	1,646,438
Argentine Rep	2,947,061	Monaco	90
Austria	741,909	Morocco	168
Belgium	1,545,198	Netherlands	4,304,402
Bolivia	44,396	Nether, Poss.	412,764
Brazil	2,752,122	Norway	320,597
British Poss	5,667,347	Panama	1,248,064
Bulgaria	10,083	Paraguay	10,612
Cent. Amer	350,218	Persia	2,630
Chile	989,726	Peru	302,091
*China	626,374	*Philippines	1,346,006
Columbia	403.801	Portugal	72,716
Cuba	2,581,199	Port. Poss	274,685
Denmark	426,308	Roumania	62,103
Danish Poss	54-379	Russia	899,979
Ecuador	100,650	*Russian Poss	135,162
Egypt	34,634	San Domingo	341,747
England	15,623,986	Scotland	1,299,054
France	3.444.392	Servia	366
French Poss	172,001	Siam	17,850
Germany	6,043,474	Spain	252,630
German Poss	15,114	Spanish Poss	14,698
Greece	15,129	Sweden	201,109
Haiti	467,793	Switzerland	86,060
Ireland	59,862	Tripoli	625
Italy	1,475,816	Tunis	6,409
Italian Poss	500	Turkey (in Asia)	52,760
*Japan	343,629	Turkey (in Eur.)	79,286
Kongo	2,912	Uruguay	422,586
*Korea	1,600	Venezuela	238,660
Liberia	7,000	Wales	159,962
* Frankrains of a	land at	i	

-*Exclusive of overland shipments.

Total exports since Jan. 1, 1910=\$224,284,956.

Total exports same period, 1909=\$219,100,544.

Foreign Trade of United States Booming,

Foreign trade of the United States is booming. Large increases are apparent in a summary of the export and import trade for March alone, and the nine months ended with March, just compiled by the Bureau of Statistics of the Department of Commerce and Labor. Imports of raw materials have grown largely, and the exports of manufacturers from those same raw materials have also increased.

There were more than \$1,000,000,000 worth of imports during the nine months ended with March, and the told domestic exports exceeded the imports slightly. Hides, crude rubber, sugar, and coffee continue to lead the imports, who cotton, crude oil, copper, wheat, and some foodstuffs continue to stand at the head of the exports.

New Zealand Export Trade Increases.

The value of the exports from New Zealand for the month of March amounted to £250,000, as compared with £23,000 for the corresponding month of last year. The principal times were:—Butter £23,000, increase £32,000; tested £24,000, increase £30,000; mutton and lamb £40,000, increase £32,000, increase £30,000; mutton and lamb £40,000, increase £42,000, themp £85,000, increase £43,000, increase £43,000, increase £43,000, increase £43,000; mutton £43,000, increase £43,000; wool £1,203,000, increase £43,000; gold £43,000, decrease £43,000.

The total value of the exports for the twelve months ended March 31 amounted to £20,000,000 being £4,500,000 in excess of that for the preceding twelve months.

World's Output of Copper Increases.

The world's output of copper last year is estimated by H. R. Merton & Co., of London, at 839,255 tons, against during the year 1908, 754,310 tons. Details are as follows, in tons of 2,240 pounds:

	t909	1908
Africa	14,945	6,880
Australia	34.400	39,500
Austria-Hungary	6,120	3,815
Bolivia	2,000	2,500
Canada	24,105	28,570
Chili	35,785	38,315
Germany	22,455	20,200
Italy	2,725	2,975
Japan	47,000	43,000
Mexico	56,240	39,990
Newfoundland	1,380	1,430
Norway and Sweden	11,080	11,190
Peru	16,000	15,000
Russia	17,750	20,085
Spain and Portugal	52,185	52,585
United States	490,310	423,300
Turkey	800	1,050
Sundries	3.975	3,925
Total	839,225	754.310

Prospects of Japan's Steel Industry.

In a report to the Board of Trade the British commercial attaché at Yokohama gives some interesting information as to the Japan Steel Foundry which is in course of erection at Muroran. Half of the capital has been found by a Japanese company and the other half by two British companies, and the plans for the foundry were drawn up by a Japanese Admiral, who is the technical adviser of the company, and the preliminary work has been left almost entirely to Japanese. Some British foremen will be sent to Japan later on, and in the meantime several Japanese are receiving training in England. The object of the company is to manufacture guns and ammunition for the Japanese Army and Navy and also carriage wheels and axles and various kinds of steel manufactures. The problem of obtaining pig iron is one which presents more difficulty. At first it was thought that Swedish and Spanish products would be used. Experiments are now being carried on, however, with a view to the utilization of the enormous quantities of iron sand along the shore of Volcano Bay, but before the sand can be made into pig iron it has to be mixed with other ores and briquetted. The commercial attaché states the foundry will not likely be started before July, if then,

Growth of Natal's Coal Mining Industry.

The output of coal from the Natal collieries during 1909 amounted to 1,286,88 tons, which are the highest figures reached since the start of the industry. In 1889 the output was only 25,600 tons and in 1908 bit he amount was 1,690,74 tons. During 1909 vessels replenished their coal bunkers at Durban to the extent of 815,856 tons, while 49,43,25 tons were exported from Durban by sea. The output for January last forms another record, the amount being 19,434 tons.

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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS

(Subject to Change)

NOTE-The lines are arranged alphabetically under the port of departure. This enables subscribers to the sixth (1910) edition of the "Exporters' Encyclopaedia" to ascertain quickly the proposed saitings of all lines, except where the agents could furnish no advance information.

CAUTION.-The sailing dates given below, although compiled with extreme care, should be considered as merely approximate, except for the regular Trans-Atlantic passenger lines. The publishers, however, assume no responsibility as to the accuracy of the information.

From New York

From New York

**PERICAN & APRICAN S. S. LINE (Cape
Town Signa Bay, East and on, Port Natal,
Perican Signa Bay, East and on, Port Natal,
WHERICAN SALVATIC S. S. (1966).

**WHERICAN SALVATIC S. S. (1966).

**WHICAN SALVATIC S. S. (1966).

**WHICAN SALVATIC S. S. (1966).

**LOTHER SALVATIC SALVATIC SALVATICS

**LOTHER SALVATIC

ADMINISTRATION OF THE ACTION O

American, June 23.

MERICAN MO PLATE LINE (for Montevideo, Bluenes Artes and Rosardo)—Drumlarife, Nuclear Artes and Rosardo, Drumlarife, Nuclear Line (1988), 1988 (Scaledonia, June 20. Caledonia, June 18. Volum Line 1988, June 20. Nuclear Line 1988), June 20. Puressia, June 18. Volumba Line 3. Sunsaine, June 20. Volumba, June 20. Puressia, June 18. Valida, June 20. Puressia, June 18. Valida, June 20. Puressia, June 20. Valida, June 20.

STATE THAN SHORT LINK (for London)—
Minneapolis, May 21; Minneloaka, May 28;
Minneapolis, June 13; Minneloaka, May 28;
Minneapolis, June 13; Minneloaka, June 25;
ALESTRO-AMBRICAN S. S. (40, LTD). (for particular to the state of the state o

mer, late May. LINE (for Para and Manaos)—Cea-e, June 5; Cuthbert, June 15; Clemeni,

HOUTH LAND (To Park, Maraham, Cara and July 3, 1419 5). Cutibert, June 15; Cutment, July 25, 1419 5, 4

thereafter.

(INDE STRAMSHIP CO. (WEST INDIA LINE)

(for Turk's Bland, Monte Cristo, Fuerto

Domingo City)—Cherokee, May 18; Seminole, early June, and a Steamer about every
two weeks thereafter. Usenmer Cherokee

tor a Semana. Searche, succession of the Committee (City)—Cherokee, May 18; Seminole, early June, and a Steamer about every calls at Asia also, likement cherokee calls at Asia also, likement cherokee, and calls at the call of th

une 30.
GENERALE TRANSATLANTIQUE deaux and Dunkirk)-St. Laurent,

(for Bordeaux and Dunkirk)—St. Laurent, June 4; Hudson, July 2. COMPANIA TRONSATIANTICA (for Cadiz, Barcelona and Genoa)—Antonio Lopes, June

chaine 4: Hudson, July 2:

the property of the

*FARRE LINE (for Marseilles)—Germania, May 25; Madonna, June 4; Roma, June 18; Vene-

25; Madonna, June 4; Roma, June 10; Vene-zla, June 29. GANS STEAMSHIP LINE (for Akores, Lizbon and Rotterdam)—Loyal Briton, May 15; a

Grand Totalender and Control of C

Becas del Toro and at Créytown when auffi-Mitthe Marketta M. La Carlo Service of for Portune Island, Jacmel, Aux Cayer, Mitthe Marketta M. La Cayer, Stricture of the Cayer of Stricture of May 27; Irina Justice Friedrich and Stricture of the Carlo Service of the Cayer of the Mart In Marketta Marketta Martin Colon and Aug. Wilhelm, June 3; Frigs. Josepha, June Mart In Marketta M. La Carlo Martin Martin June Martin Martin Martin Martin Martin Martin Martin Go, Gro Fersambuco, Bahla, Rio de Janeiro, May 3; Woglinde, June 10, Nas Linu Colon Martin Marti

London, For A Werdenfels, Jun-NSA LINE tfor I Sourabaya and June 10.

BELLEN TRANSATILANTIC LINE (for Naples, Firecus, Smyrna and Constantinople)

—Athinal, early June
—Athinal, early June

—Athinal, may 11; Rotterdam, May 24, Ryndam, May 11; Rotterdam, May 24, Ryndam, May 31, Fostalam, June 21; Noordam, June 22; Line 160; Cane Town, Aligos Bay,

Rotterdam, June 11 Noordam, June 21 New Rotterdam, June 28 ROTSTON LANE (for Cape Town, Algon Bay, East London, Port Natal and Delgon Bay) - A Steamer, June 1101/870N LANE (for Cape Town, Algon Bay, London, Port Natal and Delgon Bay) - Rotterdam, May 30 Line 10 Line 10

SULAR LINE (for San Juan, Ponce and Maya-guez)—San Mateo, May 21; Luckenbach June 4, and a Steamer every two weeks ne 4, s

TTALIA INE (for Palermo, Naples and Genoa)

-Verona, May 18; Ancona, June 1; Taormina, June 16; Verona, June 30; Ancona,
July 14. & HOLT LINE (for Manchester May 28; Camoens, June 11; Titl LAMPORT

June 25.

(PORT & HOLT LINE (for Bahia, Rio de Janeiro and Santos)—Vasari, May 20; Tennyson, June 2; Voltaire, June 20; Byron, July 1.

VD SABAUDO (for Montevideo and Buene

Arren)—Principe of Hemonic, May 26: for Arren)—Principe of Hemonic, May 26: for 1stla, June 9: Tamase dl Savola, June 9: Tamase dl Savola, June 9: Tamase dl Savola, June 9: Pacific 8. Co., Ltd.) (for Punta Arrenas, Coronel, Valparalio, Antofagarata, Juquique, Plasqua, Arica, Mollendo, Callae, Salaverry, Etca and Guayaquil)—Chipana, May 20: (klimu, June

MINNON STEAMSHIP LINE (for Matanzas, Cardenaz, Nagun and Calbarien)—Poloma, May 35; Cubana, June 8; Paloma, June 22; Cubana, July MINNON STEAMSHIP LINE (for Nipe, Nucl. tas, Gibara)—Curityba, May 18; Olinda,

11 NSON STEAMSHIP LANE (Aug. Sype. Aug. at a. Glinara)—Curityba, May 18; Olinda, June 1; Curityba, June 15; Olinda, June 3: ATHONAL STEAM NAVIGATION CO. (C. Piracus, Calamata, Patras and Smyrna; June 10.

is, June 16. AZHONE GENERALE FTALIANA (for es and Genea)—Duca d'Aosta, May 28; d' Geneva, June 11; Duca Degli Ekl, June 25; Lombardia, July 4.

Naples and Genony—Does of Aceta, May 28; Aprilla, May 28; Abruall, June 25; Lomberdin, July 28, vol. Aprilla, June 25; Lomberdin, July 28, vol. Aprilla, June 25; Lomberdin, July 28, vol. Aprilla, June 25; Lomberdin, June 18; Archive 20; Liwana, June 21; Archive 20; Liwana, June 21; Archive 20; Liwana, June 25; Archive 20; Liwana, June 26; Archive 20; Liwana, June 28; Archive 20; Liwana, June 29; Archive 20; Liwana, June 20; Archive 20; Archive 20; Liwana, June 20; Archive 20;

A VORK & DEMICRARA STRANSHIP LINE (for St. Kitts, Guadelouje, Martinique, Bar-landos and Ilemerara)—Westfalen, May 17. i YORK & PORTO HUCO S. S. CO. (for San Juan, Ponce and Mayagues)—Ponce, May 21. Couno, May 28; San Juan, June 4; Caro-21. Couno, May 28; San Juan, June 4; Caro-ca, June 11; Ponce, June 18; Coano, June 23. Steamer Carolina omits Ponce and calls

lina June 11; Pones, June 18; Coano, June 18; Coano, June 14; Annadilla, archine mits Pones and calls at Annadilla, archine mits Pones and calls at Annadilla, and the second calls are protein tall, June 30.

1882. URL AND SULTH AMERICA STREAM CALLS AND SULTH AND SUL

RTH-WEST TRANSPORT LINE-Sec "Uran-

June 25.
PHNCE LINE (for Cape Town, Algon Bay, East
London, Port Natal and Delagon Bay)—A

London, Port. Natal and Delagon Iny)—A (PaleHick YEE-MSHIP Co. for Bermuda)—Bermudian, May 1s. 25: June 1, 8, 15. Long and Committee and Windowski Island and Islands Island Islands and Studeward Island and Islands Islands

^{*}Steamers are equipped with the Marconi Wireless System-see page 27.

PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.-Continu ed) See notice at head of Page 25.

RED -D" LINE (for San Juan and Puerto Caberlo Texarana, May 12 (1997)

RED -TAM (1997)

RED -TAM (1997)

RED -TAM (1997)

Valerland, June 11; Lapiand, June 18;

Kroonland, June 23; Finland, June 18;

Kroonland, June 23; Finland, July 21;

Kroonland, June 11; Lapiand, June 18;

Kroonland, June 18;

Kroonland, June 11; Rapiand, June 18;

Red -Tam (1997)

Colon, Savanilla, Cartagena, Trinidad and Introduced -Turba, May 28; Trent, June 11;

ROYAL, DUTCH WEST INDIA MAIL LINE

If Interpretable of the Colon of the Colon Sevential Colon of the Colon Sevential Colon of the Colo

m V. July 1. DUTCH WEST INDIA MAIL LINE (for

RIVAL DETCH WEST INDIA MAIL LINE (or 23, Coppensus, June 8; Surham, June 20; Coppensus, June 8; Surham, June 20; Coppensus, July 4; NDIA MAIL LINE (or 7; India and Farmardio)—Saramacea, June 13; Marcow Inc., May 20; Saramacea, June 13; RNSI NDIA MAIL LINE (or 17; Marcow Inc., May 20; Saramacea, June 16; RNSI ND FAST ANIATIC 8, S. CO., JUNE (19; May 20; Marcow Inc., May 20; Marcow Inc., Marcow

Heling via., up. 16; United Diagrams, Tielgen, June 16; United Diagrams, U Stiffells Chikara A. (for Naples and Pa-lermo)—San Glovanni, July S. Rai Glorgio, Philips In. San Glovanni, July S. Rai Glorgio, This In. (for Grends and Trinidad)—Crown of Grendsia, May 28, Marasas, June 8, Sabe, Control of Grendsia, May 28, Marasas, June 8, Sabe, Klubt Clax Libk (for Cape Town, Alges Bay, Fast London, Fort Maia! and Delagos Bay; Fast London, Fort Maia! and Delagos Bay; Fright Partie (OMFAN; Gre Beiles, Porto Britten and Decade of Torons, Protects omits Bellise)

Frutera, Jun omite Belize. UNITED FRUIT omite Belize.)

UNITED FRUIT COMPANY (for Kingston, Coton, and Santa Martal—Metapan, May 19;
Zacapa, May 20; Almirante, June 2; Santa
June 23: Almirante, June 30:

LYFLE) NTATES A 4.18 FRALLA 8. S. CO. (for
Fremante, Adelaide, Melbourne, Sidney and
Britsbane—Swaniey, June 6. Courfield,
Mritsbane—Swaniey, June 6. Courfield,

Inly 18.
UNITED STATES & AUSTRALIA S. S. CO. (for Melbourne, Sidney, and New Zealand Ports)

THE STATE OF THE S

WHITE STAR LINE (for Gibraltar, Naples and Genoa)—Cretic, July 2. WH.SON LINE (for Hull)—Gallleo, May 18; Idaho, May 28; Toronto, June 8.

From Philadelphia, Pa.

"Alban Line (for St. John's, N. F., and Glas-gow)—Siberian, May 28; Mongollan, June 11; Carthagian, June 25. "MERRICAN LAISE (for Liverpool)—Merlon, May 28, Priesland, June 4; Haverford, June 18; Merlon, July 2, Friesland, July 3, ATLANTIC TRANSPORT LINE (for London)— CONMIDITATION AND THE CONTROL OF IJAAD-AMERICAN IANE (for Rotteraum)
—Gorredyk, May 24, Andyk, June 14: Gorredyk, July 8.
ALIA LINE (for Genos and Naples)—
Verona, May 17: Ancona, May 31: Taormina,
June 15: Verona, June 29: Ancona, July 13. PHILADELPHIA - MANCHESTER LINE (for Manchester)—Manchester Commerce, abt. May 28; Manch. Corporation, abt. June 11; Manch. Port, abt. July 2; Manch. Commerce, PHILADELPHIA-TRANSATLANTIC LINE (for London)—East Point, abt. May 28; Eagle

From Boston, Mass.

"ALLAN LINE (for Glasgow)—Parisian, June lo: Numidian, June 24,
"UNARD LINE (for Liverpool)—Saxonia, May 24; Iveria, June 7; Saxonia, June 21; Iverial, July 19.
HAMBURG-AMERICAN LINE (for Hamburg)—Booria, abl. May 28; Bethania, abl. June 29.

nAmeusea-American Line (for Hamburg)—
Boonia, abt. May 28. Bethania, abt. June 25.
LEYLAND Line (for London)—See Wilson &
LEYLAND Line (for London)—Ceetrian,
May 25. Link (for Liverpool)—Ceetrian,
May 26. and June 16.

MAYA LINE (for Havana)—Roseingral, abl.
May 25 and June 15.1NE (for Rotterdam)
—Oorredyk, May 17; Andyk, June 7; Gorredyk, July 1; Andyk, July 22.
LEYLAND, LINE (for Manchester)—Bostoniah,

May 21.
AVIGAZIONE GENERALE ITALIANA (for Genoa, Napies and Palermo)—Lazlo, May 28; Campania, June 25; Lazlo, July 23. D STAR LINE (for Antwerp)—Marquette, May 20; Manitou, June 3; Menominee, June

SCANDINAVIAN-AMERICAN LINE (for Christiania and Copenhagen)—Louleiana, abt. June 15.
FNITED FRUIT CO. (for Port Antonio, Jamaica)—Steamer every Wednesday, 10 a. m.
UNITED FRUIT CO. (for Port Limon)—Steamer every alternate Thursday and Friday, 9

*WILTON'S FURNESS-LEVIAND LINE (for Gibraitar, Genoa and Naples)—Canopic, June 11.

*WILTON'S LEVIAND LINE (for Gibraitar, Genoa and May 31.

*WILSON'S FURNESS-LEVIAND LINE (for London)—Philadelphia, May 20; Columbian,

May 27. MON LINE (for Hull)—Idaho, abt. May 25; Gailleo, abt. June 22.

From Baltimore, Md. ATLANTIC TRANSPORT LINE (for London)— Maryland, abt. May 28. BLUE CHOSS LINE (for Havre)—Industry, abt.

MAY 25.

MAY 26.

MAY METER AND HAMBERS OF HAMBURG AND HAMBURG AND HAMBURG AND HAMBURG BOSHIA, ADI. JUNE 25.

OHNETON LINE (for Liverpool)—Templemore, abt. June 2.

LORD LINE (for Belfast and Dublin)—Lord Charlemont, early Intercham)—Maartens-dyk, May 18; Amsteddyk, June 4; Soesdyk, June 18; Maartensdyk, July 2; *NORTH GERMAN LLOVD (for Bremen)— Illein, May 18; Cassel, June 1; Breslau, June 8; Wittekind, June 18; Rhein, June

June 8; Wittekind, June 18; Rhein, June 29; Koein, July 6.

BED STAR LINE (for Antwerp)—Maryland, abt. May 28.
UNITED FRUIT CO. (for Port Antonio)—A
Steamer every Wednesday, 10 a. m.

From Norfolk and Newport News, Va. CHESAPEAKE & OHIO S. S. CO., LTD. (Virginia Line)—Fernandina, abt. May 26; Weet Foint, abt. June 20 (for Liverpool); Malinche, abt. June 15; Alleghany, abt. July 15 (for

Point, abt. June 20 (for Liverpool); Mailinehe, abt. June 15; Alleghany, abt. July 15 (for HAMBURG-AMERICAN LINE (for Hamburg)— Badenia, May 25; Albano, June 29. HOLLAND-AMERICAN LINE (for Amsterdam and Rotterdam)—Maartensdyk, May 21; Amsteldyk, June 7; Soestdyk, June 21.

From Galveston, Texas

ATLANTIC and MEXICAN GILF 8. S. CO. (for Vera Crus, Puerte Mexico, and Forgreso)— also at Port Arthur, Texas. month; calls also at Port Arthur, Texas. LINTRO-AMERICANA LINE (for Barcelona, Venice, Trieste and Flume)—A Steamer.

Venice, Trieste and Flume) - a custominate June.

PTH LINE (for Liverpool) - Boniface, abt. June 6. (REGLE LINE (for Barcelona, Genoa, Leghorn

and Naples)—Delphine, abt. May 25.

HAMBURG-AMERICAN LINE (for flamburg)—
Bolivia, last half May.

HARRISON LINE (for Havre)-A Stmr., early

NUMBER OF THE PROPERTY OF STATES OF THE PROPERTY OF STATES OF THE PROPERTY OF STATES O

S. S. and IMPORTING CO. (for a)—Stmr. Disa, abt. May 25, June

Storburn S. S. and Farrier.
Fronters, Stirr I. Iss. and May 25, June
Fronters, Stirr I. Iss. and May 25, June
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month.
NITED STEAMSHIP LINE (for Matanzas)—
Stmr. Galveston, ist of each month.
NITED STEAMSHIP LINE (for Manzanlilo and
Cienfuegos)—Helnz Blumberg, 25th of each

month.

UNITED STEAMSHIP LINE (for Kingston)—
Stmr. Progreso, 10th of each month.
WOLVIN LINE (for Puerto Mexico, Tampico
and Vera (Tnz)—Norhelm, abt, May 22 and
every 14 days.

From New Orleans, La.

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ATLANTIC AND MENICAN GULF LINE (for
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abt. June 30.

COMPAGNIE GENERALE TRANSATLANTIQUE
(for Havre and Bordeaux)—Californie, abt.
May 25; Guatemaia, abt. June 7; Virginia,
abt. June 25.

abt. June 25.

FOL(II-PINILLOS LINE (for Oporto and Bar-celona)—Plo IX, abt. May 28; Miguel M. Pinillos, abt. June 15; a Steamer, end ot NS STEAMSHIP LINE-Steamers loading for

GANN STEAMSHIP LINE—Steamers loading for London, Dunkirk, Rotterdam, Bremen, HAMHERU-AMERICAN LINE (for Hamburg)— Ileilas, iate May; listing, early June; Dort-mund, late June. Line of the Line of the Liverpool)—Director, lat. May 20; Custodian, abt. May 30; Magleian, abt. June N; Dictator, abt. June 15; Engineer, abt. June 20; Chancellor, abt.

15; Fagineer, abt, June 27; Lancescore, Hard Like (for Belfast and Dublin)—Malin Head Like (for Belfast and Dublin)—Malin Head erry Like (for Belfast and Like (for Benen)—Indian, abt (for Belfast and Like (for Benen)—Indian, abt (for Belfast and Like (for Benen)—Indian, abt (for Benen)—Indian)—Indian (for Benen)—Indian)—Indian (for Benen)—Indian (for Benen)—India

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A Steamer, Inter June
A Steamer, Inter June
Of the Manal — Every Theoday,
MAGAN LINE (For Havana) — Every Theoday,
May 27; Winder, June 10; Herwind, June 24,
May 27; Winder, June 10; Herwind, June 24,
NORWA'S MERICO GLID LINE (for Stavanger,
Christiania, Gothenburg and Copenhagen,
Christiania, Gothenburg and Copenhagen,
May 31; Tesasa, and.
Manal Magana Mag

DIEBCE'S OREOLE LINE (for Barcelona, and Napics)—Dinnamare, abt. May

31. IILLOS LINE (see Folsch Line). TH ATLANTIC S. S. CO.—Stmrs. loading for Hamburg, Rotterdam, Huli, London and

Bristol.

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Pto Cortex and Livingston)—Every Thursday, IO a. m., calling at Livingston every
alternate trip.

Terol- France Co. (for Colon and Bocas del Tero) - Every Saturday, 11 a. m.
INITED STEAMSHIP CO. (for Manzanilio and
Cienfuegos) - Heinz Blumberg, 21st of each

Cleffuegos)—Heinz Blumberg, Ziet of each month.
NITED STEAMSHIP CO. (for Kingston)—
Progreso, 6th of each month.
NITED STEAMSHIP CO. (for Santlago de Cuba)—Steamer, 6th and 21st of each

month
VOGEMAN, LINE—Steamers ldg. for Rotterdam,
Cette, Alglers, Hamburg and Bordeaux.
WOLAIN LINE (for Progress, Tampico, and
Vera Cruzi—A Seamer, abt. May 19, 27,
June 6, 13 and 24.

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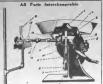
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?

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¶ Argentina is the second largest of the South American republies. The climate ranges from tropical in the North to arctic in the South, but the largest part lies within the temperate zone. The principal products are wheat, oats, corn, cattle, meat products, hides, skins and quebracho wood. Argentina imports textiles and manufactured goods to the amount of \$50,000,000 annually; transport appliances and vehicles, over \$80,000,000; iron and manufactures of iron, about \$40,000,000; pottery, ceramics, etc., about \$26,000,000; foodstuffs, \$25,000,000; building materials, \$23,000,000; agricultural implements, \$17,000,000; wines and liquors, \$14,000,000; and mineral and vegetable oils, \$12,000,000.

¶ The most important industrial enterprises, other than agricultural and pastoral, are meat packing and refrigerating plants, breweries, flour mills, paper mills, tobacco factories, and the usual small industries of an agricultural population.

The English Standard Directory of Argentina

just issued, gives the names and addresses of all business concerns in the principal cities of Argentina, with the names of their managers, etc. With this information at hand American manufacturers can reach, by mail, at a slight expense for postage, etc.,

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		Magdalen	Clyde	Atralo	Tagus
NEW YORK	Lv. Sat.	June 25	July 9	July 21	Aug. 41
Kingston	Lv. Pri.	July 1	ot 16	** 29	" 12
	Arr. Sun.		17	** 31	** 14
	Lv. Tues			Aug 2	H 16
Cartagena	Arr. Wed		* 20	** 3	17
Savanilla (P'to Colombia)	Arr. Thus	. 1 " 7	** 21	** 4	** 18

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	Austorias	Aragon	Aragusya	Amazon
SOUTHAMPTON	June 24	July 8	July 22	Aug. 5
Coruuna	June 26	July 10	July 24	Aug. 7
Leixoes (Oporto)*	-	7	_	_
Madeira	June 27	July 11	July 25	Aug. 8
St. Vincent	July 2		H 30	
Pernambuco	7	July 21	Aug. 4	Aug. 18
Rabia	- 11	0 95	11 8	19 22
antos	11 12	11 26	11 9	** 21
(ontevideo	* 15	** 29	112	" 26
Suenos Avres	16	** 30	** 13	27

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* The calls at Leizoes (Oporto) are subject to weather permitting.

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Vol. VII

JUNE 15, 1910

No '



UNCLE SAM:-"I want you to study this lesson, Johnny."



The "EXPORTERS REVIEW" is furnished to all subscribers to the Exporters' Encyclopsedia. It is a vital part of the Encyclopsedia, as it contains the "correction notes" which keep that work up-to-date and absolutely correct. The Encyclopsedia is a complete export shipping guide.

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CHARLES PROTT - - - President and Treasurer HAROLD H. GALLISON - - - Becretary

NEW YORK, JUNE 15, 1910.

GROWING TRADE WITH ARGENTINA

WHILE Argentina buys more than twice as much from Great Britain as she does from us, it is interesting to note that she sells Great Britain three times as much as she does the United States. This may explain her preference for British manufactures. However, in spite of the fact that we levy a high tariff against her products, Argentine trade with the United States last year showed a larger increase with this country than with England. Her imports from the United States increased about \$7,000,000, while her exports to this country increased more than 100 per cent.—from twelve and a half millions to more than twenty-five millions.

MANUFACTURES IN FOREIGN COMMERCE

THREE-FOURTHS of the commerce of the United States is conducted for and on behalf of the manufacturing industries, according to statistics prepared by the Department of Commerce and Labor. In 1909 such materials combined formed 74.14 per cent of the imports and 72.78 per cent of the exports. Ten years ago manufactures and manufacturers' material formed 67.42 per cent of the imports. Thirty years ago it was but 56.79 per cent. On the export side these materials formed ten years ago but 54.66 per cent of the total.

The growth in exports of the products of the factory has been especially striking. Manufactures (including in this term both those for further use in manufacturing and those ready for consumption) in 1850 formed but 17.21 per cent of the total exports of domestic products from the United States; in 1875, 20.42 per cent; in 1900, 35.37 per cent, and in 1909, 40.98 per cent; and for the nine months ending with September, 1909, 40.78 per cent, and at this rate of growth may thus be expected within the comparatively near future to form fully one-half of our exports.

THE SHIP SUBSIDY FALLACY

THE Ship Subsidy inve:tigation at Washington has resulted in a complete vindication of the foreign steamship lines. It has been shown that the facilities for shipping American goods to South America are more than adequate, and that freight rates from the United States are lower than from Europe. There was not a shred of evidence produced to show that there has ever been an anti-ship subsidy lobby at Washington, but nobody disputes the fact that there has been for years a most aggressive one in favor of subsidy legislation.

The methods of the subsidy campaign have consisted in the past of making unfounded charges based upon statements concerning the influence of foreign shipowners and foreign shipping interests. These charges have always been vague and general, and have been repeated unchallenged for so long a time that the subsidy men of the unthinking sort have come to accept them without hesitation. During the investigation the subsidists have been forced to listen to a thorough exposition of the facts of the case, made by men of standing, under oath, and if it has not had its effect on them it has at least been a liberal education for their adherents, who are largely manufacturers and others in the interior, who have no means of knowing the facts for themselves. As the organ of the export shipping interests of this country, the Exporters' Review would be pleased to investigate for its subscribers any lack of facilities for shipping to foreign countries.

AMERICAN ENTERPRISE IN TURKEY

A SYNDICATE of New York capitalists and contractors is said to have secured a franchise from the Turkish government to build a railroad across Turkey in Asia, from the Black Sea to the Persian Gulf. The territory through which such a road would run is a great grain and cattle producing district. There is also a good quality of cotton found there, which finds its way to Russia. A railroad would serve the needs of about 12,000,000 people, who to-day have no means of transportation but camels and wagons.

With American enterprise backing such an undertaking there would be opportunities for the distribution of agricultural machinery, cotton goods and lousehold products manufactured in the United States.

BRIGHT OUTLOOK FOR PHILIPPINES

A PROMINENT business man of Manila recently returned from a tour of the world, has the following to say as to conditions there:

"On my return I find conditions changing rapidly for the better. The action of Congress in granting free trade is putting a new life into business. Considerable home capital has already been invested here and we hear daily of other enterprises to come. Every steamer brings excursionists, for both pleasure and business. All express the greatest astonishment at what Americans have done, and the great possibilities of the future."

The Economical and Natural Resources of Peru

(Continued from May Issue)

The following article, written for the Exporters' Review by Mr. J. Louis Schaefer, vice-president of the old and well-known export house of W. R. Grace & Co., commenced with the April issue and will be concluded next month. The article covers fully the economical and natural resources of Peru, a country with which the writer is thoroughly familiar, and should prove of great benefit to manufacturers and others seeking trade there.



WENTY or more years ago Peru was celebrated for her silver mines, but owing to the high cost of production and difficult transportation, the total output does not exceed \$2,000,000 per annum. Although vauadium has been known as a mineral for years, its de-

velopment as an industry has only lately taken place. Until very recently, it was found only in combination with coal, and in very small quantities, averaging about \$50 per ton. It is now found in other forms, and

I am told runs as high as 3,000 per ton. Peru to-day supplies the greater part of the world's consumption, the balance, I believe, coming from Spain, Portugal and, Mexico. It is used in making steel and armour plate. Most of the vanadium mines in Peru are now controlled by an American Syndicate headed by the Flannery Brothers of Pittsburg, under the name of the American Vanadium Co.

Peru has recently begun to develop her coal mines. An English Syndicate is working a short distance in from Chimbote, and it is said they will begin shipping this year. They are building a road about 80 miles long, and I am told the coal is of very good quality, containing over 60 per cent. of free carbon. It is said they will be able to deliver coal

on shore at not much over \$2.50 per ton. When it is considered that about a million tons of coal are consumed on this coast, it can readily be seen that there is a big market for the product. It must also be borne in mind that coal from Australia and the United States sells in Callao for about 48s, or \$12.00 per ton, and I have known it to sell as high as \$20.00 per ton.

Now, of all the products of Peru, there comes to the United States about \$7,000,000 worth. The greater part of this is the copper coming from the Cerro de Pasco mines. Next to this comes rubber, and the balance is made up of cotton, sugar, guano, coca leaves. Alpaca wool and a few other items. This may seem a small amount for this large country of ours, and a great deal of high class oratory is wasted in abstract discussions as to why we should do a larger business, but the cause can easily be explained—we don't need many of Peru's products, as almost everything she has to sell can be obtained in the United States, with the exception of her special products that I have mentioned. For instance, Peru exports about 150,000 tons of sugar. Othle, which is close at hand, produces no sugar, but has a number of refineries. As a conse-

quence. Peru gets a better price there, and supplies that market first. We take but very little of her cotton, as we export it ourselves, and the consequence is the greater part goes to England and Germany. We import about \$2,000,000 of her rubber because we have none ourselves. Summing up all her resources the entire foreign trade of Peru amounts to about \$60,000,-000, of which about \$30,-000,000 consists of exports.

As far as Peru's mineral wealth is concerned, it is securely locked up in her mountains, and is only partly available at present. Her development is still a problem of the future; first, on account of the absence of transportation facilities, and second, because many of the mines are owned by people who have no capital to de-



Joseph P. Grace, president of W. R. Grace & Co.

velop them themselves and yet, whether they be Peruvian or foreigner, they have such extravagant ideas as to the value of their properties that they keep off others. It is always a drawback to business and general development if the man who has got something to sell, expects to get the last cent there is in a proposition.

As far as transportation is concerned, it can be appreciated what a drawback it is when it is realized that the Central Railway of Peru calculates that it costs close to 5 cents per ton per mile to operate. Peru is, therefore, not a place where mining can be carried on by small people. It needs too much capital to overcome the difficulties that exist there. For instance, if it had not been for the unlimited resources of the Haggin Syndicate, that venture would have been a lailure. Peru is an exceptionally rich country, but to develop her resources, and make her wealth available, she needs four things: transportation, irrigation, immigration; and for all these she needs abundant capital.

Transportation is the most difficult problem which Peru has to deal with to-day, and on its solution depends her future. The railroads that exist there cannot be called a success. To the traveller they are a revelation, particularly the Central Railway, which furnishes some of the finest seenery in the world. The United States has some fine scenery in the Rocky Mountains.

tains, but it has nothing that can contpare with Peru in beauty and grandeur. It is just this condition that is an obstacle to successful operation, as the cost of construction is so high that, in order to cover operating expenses, the company is compelled t o make such high charges that business is difficult to develop. The Central Railway, for in-

stance, starts at Callao, at practically sea level, yet by the time it has gone 106 miles, it has reached an elevation of 15,667 feet. The total length of the road is only 138 miles, during which distance, it crosses 18 bridges, and goes through 63 tunnels. Although it is but 138 miles long it cost at least \$20,000,000, or at the rate of \$10,000 per mile. It carries only about 350,000 tons of freight a year, and although it gets an average of \$5 per ton, its net earnings are a little over \$2,000,000 per annum. It carried last year 1,361,102 passengers, or about as many as the elevated railways of New York carry in a day.

At present, transportation in addition to railroads, is carried on by mules, donkeys and llamas. While this method is cheap compared with railroads, it is unsatisfactory from the fact that it is limited by the supply of animals, and to the necessity of carrying only

small packages. Transportation on the rivers in the eastern section is expensive and dangerous, owing to difficulty of navigation. They are full of rapids and falls. Perhaps the monorall principle, which is being exploited, will some day be a success. If it is, it may solve the problem of transportation in Peru, and she will come into her own.

IRRIGATION.—This is, of course, a big field, and irrigation on a large scale would have to be with Government aid. I understand that only about 1,500-000 acres are under cultivation in the coast section, and that with proper irrigation, fully 2,500,000 acres more could be made available. At present a great deal of water goes to waste, but if capital enough could be procured to impound the water as it comes from the mountains, so as to be used only as required, the

country would undoubtedly be benefited. Land is very cheap all through the Coast section, transportat i o n is cheap, and there is a good market for everything that can be grown here. The old Incas recognized the value o f irrigation, and as you go through this country. and particularly in valleys between the mountains. you find old irrigation ditches that were begun hundreds Interior of Bank of Peru and London, Lima, Peru

of years ago.

Peru is giving this matter careful study, by employing competent engineers, and no doubt the work will
be taken up gradually. Some people have tried to
obtain water by digging many artesian wells, and
also by driven wells, but I do not think these have
here very successful.

IMMIGRATION.—As I have said, Peru has an area of about 700,000 square miles, or about one quarter the size of the United States. It has but 7 inhabitants to the mile, and of these not over 15 per cent are white, the balance are negroes, Indians, half breeds and Chinese, and are of very little importance, speaking economically, as far as the development of the country is concerned, except as ordinary laborers. About 50 years ago, the Peruvian Government made an effort to encourage immigration. A large number of immigrates were brought out and given lands in the Changrants were brought out and given lands in the Changrants were brought out and given lands in the Changrants were brought out and given lands in the Changrants were brought out and given lands in the Changrants were brought out and given lands in the Changrants were brought out and given lands in the Changrants were brought out and given lands in the Changrants were brought out and given lands in the Changrants were brought out and given lands in the Changrants were brought out and given lands in the Changrants were brought out and given lands in the Changrants were brought out and given lands in the Changrants were brought out and given lands in the Changrants were brought out and given lands in the Changrants were brought out and given lands in the Changrants were brought out and given lands in the Changrants were brought out and given lands in the Changrant were brought out and given lands in the Changrant were brought out and given lands in the Changrant were brought out and given lands in the Changrant were brought out and given lands in the Changrant were brought out and given lands in the Changrant were brought out and given lands in the Changrant were brought out and given lands in the Changrant were brought out and given lands in the Changrant were brought out and given lands in the Changrant were brought out and given lands in the Changrant were brought out and given lands in the Changrant were brought out and given lands in the Changrant we

chamayo district. Some of them thrived for a while, but little by little, the scheme petered out. When the Peruvian Corporation took hold, having received large grants of land, they again tried to encourage foreign immigration, but so far it has not met with much success. I think this must be due to the fact that Peru is so far away, for the climate and prospects are just as good as they are on the East Coast, and yet immigration has been very heavy into Brazil and the Argentine. It seems reasonable to suppose that when the Panama Canal is once finished, this condition may change.

Some years ago, Chinese went to Peru very freely, and quite a large number of Japanese also entered the country, but Peru now excludes the ordinary Chinaman or coolie. The Government is making every effort to encourage European immigration, and offers inducements in the

way of passage. lands on easy payments, etc. Peru will, I am afraid, never be much of a field for the American, as he is too well off here, and after all is a poor colonist, but for the European whose income is very small, and whose chances in life are very limited. Peru certainly holds out a bright future, in any one of her three districts-either in developing sugar or cotton

estates on the Coast, general farming or cattle raising in the plateaus, or in her forest section. Besides all this, there is a wide field in the cities for skilled mechanics or storckeepers. Skilled mechanics are al-ways in good demand and much appreciated. Increased immigration means more hands to develop manufacturing industries, such as shoc factories, soap factories, cotton mills, lard refineries, brick works, cement plants, glass factories and similar enterprises, and while this country may not send its sons there, still increased population will mean increased business relations with

INVESTMENTS.—Roughly speaking, I should say there are about \$30,000,000 of American capital invested in Peru; of this

Cerro de Pasco mine represents......\$20,000,000

W. R. Grace & Co., in Sugar Estates,

Cotton Mills and miscellaneous business	5,000,000
Backus & Johnson Smelter & Mine	1,000,000
Lima Tramway Bonds, floated in N. Y	1,000,000
Inca Municipal Bonds " " "	400,000
Inca Mining Co	1,000,000
Inca Rubber Co	1,000,000
Scattering	1,600,000

Besides the above, our house has large holdings of the various railroad corporations.

Peru is anxious to encourage the investment of foreign capital in railroads, and will give ample guarantee for the money invested. For instance, there is a project now to build a road to the Marañon River, for which the Government will give a guarantee of





Exposition Palace, Lima, Peru-

the mines and the railroads on the coast require a great deal of lum-

Besides railroads, there is a wide field in Pern for the development of electrical enterprises, such as trolley lines and electric light companies. There is considerable water power to be obtained from the swift mountain streams and consequently electricity can be generated at low cost. Outside of Lima, there are no torley lines, though there are one or two electric light companies. There is an Electrica Asociadas, with a capital of \$1,000,000. And a bonded indobtedness of about £1,000,000. It is a consolidation of an electric company and three trolley lines, all of which our house assisted financially, and most of the materials were shipped from this country. The engineers also are from here. American capital can find a wide field

for investment in companies of this kind. The money will be safe and bring a good return. The laws of Peru amply protect foreign capital and its public men are able, honest and intelligent. From time to time other industrial companies will be developed such as cotton mills, shoe factories, breweries, flour mills, all of which will pay a good return on the capital. The Government of Peru does all she can to develop home industries, and readily grants a protection in customs duties. As far as mining and other similar enterprises are concerned, it is difficult to give definite advice, but for the man who is fond of adventure, has some capital, and is willing to take some chance, and go down there and look after his affairs himself, there are good opportunities in the mining and the rubber districts without the hardships that are encountered in the Klondike.



Bureau of Posts and Telegraphs, Lima, Peru.

When we come to consider the extent to which Peru takes American goods, we find that we sell her only about 20 per cent. of her purchases, that is, something over \$5,000,000. This amount is made up largely of lumber, petroleum, both crude and refined, steel rails and other steel products, such as railway materials, corrugated iron, wire and nails, sewing machines, agricultural machinery, electrical goods, dry goods, canned goods, leather, glassware, hardware and a few other lines. Ontside of these lines, we sell very little to Peru.

This is due to several causes. First, our high protective tariff, coupled with the high prices of labor here, makes the cost of manufactured articles so much higher here that Europe can undersell us in many things. Second: The foreign merchants are mostly English, German, French, Italian or Spanish, and naturally they give the preference to goods from their own countries. The French, for instance, own most of the stores for the sale of silks, dress goods, wines, etc., the Italians have the fruit and vegetable stores, the Germans the dry goods stores, and the drug stores; while the English are mostly engaged in wholesale lines, although they are closely followed by the Germans. In the small interior towns, the storekeepers are mostly natives or Chinamen. Americans are scarce. Outside of the men connected with our own establishments, there are few Americans in the Commercial houses in Peru, although a great many are connected with the mining industries. Third: Investments of British, German and French capital are so large in many of the industries, that they control the purchases made, and in this way most of the business is diverted to Europe.

A good illustration of this is the Peruvian Corporation, organized by M. P. Grace, an American, but financed chiefly by British capital, and in which our house is interested. They purchase their railroad ties in this country, and in the past have purchased a great deal of their rails, rolling stock and other materials in the United States, but whenever they require a renewal of rails, locomotives, cars or other materials, it is always a contest, and the interests abroad naturally endeavor to purchase English goods whenever possible. On the other hand, the Cerro de Pasco Mining Co. is financed by American capital. Their machinery and supplies come mostly from this country. Their managers, engineers and foremen are Americans, and it is but natural that they give preference to American machinery and material. British capital invested in Peru is probably five times as large as the investments from this country.

Our home markets are so large, that we do not make proper effort to cultivate or to retain our foreign trade. Manufacturers simply go after it spasmodically when the home demand falls off, whereas the English and German merchant and manufacturer is continually studying and catering to the foreign trade. There are a few exceptions to this rule, for instance: The Standard Oil Co., the United States Steel Trust, the Singer Sewing Machine Co., and a few other large manufacturers. These concerns are making every effort to win the markets of South America and have their representatives on the spot, studying the needs of those countries. The trouble with Peru is, it is such a limited market, that it does not pay a manufacturer to be specially represented, and consequently, most of the business is done through commission merchants, and as very few of these have travelers, the business in the past has been rather that of executing orders, than that of developing new lines. Our house is to-day the only American house with branches in Peru, and although we have quite a large staff, among them many Americans, and a number of men specially trained in various lines, competition is very keen with English and particularly German merchants.



United States Imports Much Cotton.

Notwithstanding that the United States produces threefourths of the world's cotton, her manufacturers have drawn raw cotton from all parts of the world during the current fiscal year. India, Java, China, Ecuador, Peru, Brazil, Venezuela, Panama, Mesico, British West Africa, British East Africa, Egypt, Porto Rich, Hayti, Santo Domingo, and the British West Indies have each contributed toward the 4xcooccop pounds of cotton of foreign production imported into the United States in the first four months of the current year.

The cotton imported into the United States differs greatly in quality and price, that originating in Egypt being valued at an eents per pound; Peru, 18 cents; Hayti, 17 cents; Evaa-dor, 14 cents; the Dutch East Indies and China, each about 11 cents, and India 91/2 cents. The higher value of the Egyptian cotton is due to the fact that it is of unusually long and fine staple, making it especially useful in the manufacture of cotton goods of a superior grade. Cotton from Porto Rico is known as sea island and the price has averaged 30 cents per pound, compared with 28 1/2 cents per pound for domestic Sea island cotton.

Active Demand for Electrical Equipment.

It is anticipated that there will be an active demand for electric plant in the Netherlands during the next two years. The British Consul at Amsterdam states that the cost of the engineering works likely to be undertaken will involve an expenditure of \$8.87,000,00 and that the works will include the electrification of light railways, the erection of about ten electric power stations, and the construction of various gas and water works. In the Dutch East Indies, where 20 important concessions were granted last year, the total expenditure during the next few years is likely to amount to about \$18,80,000,00 in connection with electric light and power for 12 towns in Java, the electrification of the Java State Railways, and railways and harbor works in Sumartza.

Change in Well-Known Forwarding Concern.

Aunouncement is made that Alfred H. Post resigned on June 1st as president of Alfred H. Post & Co., Incorporated. This will not result in any change in the firm mame, which is a corporate title. The concern, which has occupied offices at to Bridge St., New York, for the past several years, removed early this month to 24 Whitehall Street, where it occupies the entire building.

Extra Bill of Lading for "Drawback."

The steamship lines in the West India trade including the Clyde, Hamburg-American, Munson, New York & Cuba Mail, Panama, Quebec, Royal Mail, and United Fruit Co. lines, are requesting shippers who wish to claim "drawback" on their exports, to present the extra bill of lading which is required by the Customs authorities, for signature at the same time as the other bills of lading. The companies have been put to great inconvenience and delay by belated requests for these extra bills of lading, without which "drawback" cannot be obtained. On account of the many details that must be observed in claiming "drawback" on exported goods we would suggest that our subscribers employ the services of a Customs House expert in this line.' Kennedy & Moon, 29 Broadway, New York, whose advertisement will be found on page 30 of this issue, will be pleased to give information as to "drawback" and how to obtain it.

World-Wide Growth of Manufactures.

A study of commercial movements both at home and abroad through the medium of the official statistics of the leading nations discloses a rapid development of the world's manufacturing industries, evidenced not only by enlarged importations of manufacturers' materials but also by greatly increased exportations of manufactured articles. In this growth the United States is shown by the Burcau of Statistics' figures to have participated in a steadily increasing degree. The United Kingdom, Germany, France and the United States are the world's greatest manufacturing nations. A comparison of their exports of manufactures in the period from 1890 to 1908 shows, for the United Kingdom a growth from 058 million dollars to 1,394 million, an increase of 436 million or 45 1/2 per cent.; for Germany a growth from 355 million to 995 million, an increase of 640 million, or 180 per cent.; for France a growth from 339 million to 486 million, an increase of 147 million, or 43 per cent., and for the United States a growth from 122 million to 750 million, an increase of 628 million, or 515 per cent.

Large Exportation of Motor Boats.

American manufacturers of motor boats report that more than 50 per cent. of their output at present is for export trade. Some of the most recent shipments have been to Finland. One of 75-borsepower, with four cylinders, was shipped to Russia recently. Four more engines of the same design, in which kerosene is to be used, are soon to follow. One engine of 20-horsepower and one of 60-horsepower were sent to Cuba recently to serve in towboats for harbor work. The countries to which the motor boat manufacturers are now shipping are England, Canada, Cuba, Russia, Australia, Italy, Sweden, China, the Philippine Island, Argentina, Brazil, San Salvador, British Columbia and Nicaragua.

Exports of Rice and Cereal Machinery.

There is probably no line of machinery exported that is used more widely than rice and cercal milling machinery, and of this class there are few better flow flowing the world than that made by the F. H. South Company, with offices at 14 Liberty Street, New York.

Offices at 14 Liberty Street, New York.

It is a strength of the stren

Importance of Condensed Cable Codes.

In these days of burry and bustle, the closing of a foreign contract often necessitates the cabiling of terms, etc., and with rates varying all the way from ag cents to \$250 per word this means a large outlay in most cases. To obviate this expense many ingenious cable codes have been devised, which enable a merchant to cable an entire sentence in one word. The Simplex Code Co., 2 Stone Street, New York, are publishers of a number of blank codes in which the cyphers consist of five letter words, which can be joined and cabled as one word, thus reducing the expense of even a "code" cable one-half. These blank codes are arranged in different forms to suit different lines of business and would be found useful to any concern engaged in foreign trade.

SOUTH AND CENTRAL AMERICA, ETC.

Hamburg-American Line Service to Cuba. An addition of two 5,000-ton steamers has been made to the fleet of the Hamburg-American Line's Atlas Service to enable a change and extension of the itineraries of two of

South American Cable Rates Reduced.

Cabler erates from New York and points east of the Rocky
Mountains and Canada to Peru, Bolivia, Chile, the Argentine Republic, Uruguay and Paraguay were reduced from
\$1 to 85 cents a word on June 1. The reduction was brought
about through the laying of a new cable from Buenos Ayres

to Ascension Island by the Western Telegraph Company. The Central and South American Telegraph Company has announced a reduction in rates to meet the charges by the Western Telegraph Company. From points west of the Rocky Mountains the rate will be 86 cents a word.

Friedrich and the steamer Prinz Sigismund, which will heraafter call at Cuba, in addition to the calls at Jamaica and Panama.

The new service will go into effect, it is thought, early in August and will give a fortnightly service from New York to Havana, Santiago, Kingston and Colon and return via the same poorts.

their well-known Prinz steamers, the steamer Prinz Eitel

American Shipbuilders Get Argentine Contract. The Minister of Marine of the Argentine Republic has

awarded a contract to McKay & Dix, of Verona, Me, for building a vessel for the use of the Argenine Government in the Antactic Ocean. The vessel will be similar to the seamer Roosevelt used by Commander Peary in his Arctic explorations. The ship will cost about \$150,000. The American Legation at Buenos Ayres furnished data concerning the Roosevelt to the Argentine Government. Three foreign firms competed for the contract.

Barbados Invites Development of Her Resources.
Several opportunities in Barbados are now open and are

worthy of being considered by American manufacturers. What is chiefly wanted is a system of wireless telegraph, the port heing extensively used by vessels equipped with apparatus. Barbados also abounds in mineral tar which promises to become a factor in the supply of oil fuel for the Canadian Navy and countries that keep war-craft around the Caribbean.

Guatemala Central Road Plans Extensions.

It is stated that under the new ownership of the Guatemalan railroads, many changes will be made. The ports of Ocos and Champerico will eventually be abandoned and new lines built between Ayutta and Coatepeque, and from the latter place to Cabello Blanco. The port of San Jose on the Pacific side is to be made the chief shipping port of that part of Guatemala. Many important improvements in the way of steel wharves and loading facilities will be made at Puerto Barrios and the name of that port changed to Extrada Caherea, it is stated. The Guatemala Central will be recommended to the chief of San Salva-form of the contract with the Salvador Railway, which it is seek-ing to cannot be contracted to the chief of San Salvador Railway, which it is seek-ing to cannot be contracted to the chief of San Salvador Railway, which it is seek-ing to cannot be contracted to the chief of San Salvador Railway, which it is seek-ing to cannot be contracted to the chief of San Salvador Railway, which it is seek-ing to cannot be contracted to the chief of San Salvador Railway, which it is seek-ing to cannot be contracted to the chief of San Salvador Railway, which it is seek-ing to cannot be contracted to the chief of San Salvador Railway, which it is seek-ing to cannot be chief to the chief of San Salvador Railway, which it is seek-ing to cannot be chief of San Salvador Railway, which it is seek-ing to cannot be chief of the salvador Railway which it is seek-ing to cannot be chief of the salvador Railway which it is seek-ing to cannot be chief of the salvador Railway which it is seek-ing to cannot be chief of the salvador Railway which it is seek-ing to cannot be chief of the salvador Railway which it is seek-ing to cannot be chief of the salvador Railway which it is seek-ing to cannot be chief of the salvador Railway which it is seek-ing to cannot be chief of the salvador Railway which it is seek-ing to cannot be chief of the salvador Railway which it is seek-ing to cannot be chief of the salvador Railway which it is seek-ing to ca

Brazil's Unworked Iron Ore Deposits very Valuable.

Brazil has sufficient ore in sight to supply the steel industries of the world for centuries. The deposits contain high percentages of iron, and are within comparatively easy reach of tide-water. Freights to the scaports have, however, been very high hitherto, and with a view to the encouragement of an export trade a proposal is now before the Brazilian Congress not only to reduce them but to remove export duties and guarantee dividends of 12 per cent. on capital engaging in the mining and shipment of iron ore. The chief difficulty to be overcome before an iron industry can be established in Brazil is the want of coal, which has hitherto been imported at very high cost. The Brazilian Government is, however, taking steps to overcome the difficulty. General F. M. Souza Aguair has been sent as a commissioner to inquire into the iron and steel industries of the United States and Europe, and to try to arrange for the exchange of iron ore and coal.

Working of Brazil's Preferential Tariff.

Vice Consul-General J. J. Stechta says that there was a decrease in the amount of imports from the United States into Brazil in 1909 of seven out of eleven of the articles enloying a preferential of 20 per cent. in the payment of import duties. His details follow: There was an increase in the amount of imports of flour, pianon, manufactures of rubber and of typewriters. In typewriters only was the increase in twatue of imports from the United States greater than the increase in value from all countries. The increase in the value and quantity of flour imports offers the most encouraging phase of the trade in preferential goods. The increase in imports of typewriters was due to increased demand for the article and to greater activity on the part of American sales agents in Brazil.

Panama Trade Reaching Large Proportions.

Trade between the U. S. and Panama will exceed \$22,00,000 in the fiscal year which ends this month and for seven years since the Republic of Panama came into existnee will approximate \$1,00,000,000. About nine-tenths of this total, speaking in very round terms, is merchandise exported from the United States to Panama.

Iron and steel manufacturers, meat and dairy products, breadstuffs, lumber, coal, cottom manufacturese, explosives, cement, boots and shoes and cars, carriages, etc., constitute by far the larger part of the merchandise exported to Panama; while soap, malt liquors, sugar, illuminating oil, scientific instrements, india rabber manufactures, fruits and nuts, eggs, copper manufactures, chemicals and lubricating oil are also exported in considerable quantities.

Chile Planning for Railroads to Interior.

The Chilean Government is in negotiation with an English firm for the construction of 500 kilometres (300 miles) of railway to link up the interior of the country with the nitrate region. The cost is estimated at \$20,000,000.

Will Interest South American Shippers.

The International Forwarding Company, 112 Broad Street, amounces the establishment of a special South American Department and has issued a tariff of rates on packages weighing from one pound up to one hundred. The rates include consular fees on shipments to Mexico, Cuba and Uruguay where the value is less than \$10000. The saving of freight and consular fees on small shipments will enable manufacturers to ship samples and small parcels to Latin-American countries and on large shipments customers will obtain the henefit of the lowest freight rates and careful attention to the many details which must be observed in shipping to those countries. A folder giving full information as to marking, packing, rates, etc., will be mailed on request.

EUROPE-GREAT BRITAIN AND THE CONTINENT

Valuable Italian Railway Concessions Open. A bill which has been introduced into the Italian Parliament proposes the construction of an extensive system of railways in Basilicata and Calabria and the formation of roads from various centers to the stations on the new lines. Special subsidies for motor-car services between these centers and the stations are also contemplated.

The construction and operation of the new lines, amounting to about 750 miles, will be offered to private enterprise. For technical and economical reasons the new lines will be built on the narrow gauge, i. e., 950mm. On several of the existing lines where the ordinary gauge (1,440mm.) has been adopted, a third rail will be provided, thus permitting the passage of both ordinary and narrow gauge trains.

Automobile Exports Attracting Attention.

Next to France the United States is the largest exporter of automobiles in the world, the value of exports in that line from this country in the calendar year 1909 having been \$8,667,397. France exported in 1908, the latest year for which figures were available, automobiles to the value of more than \$24,000,000. Other nations rank in the following order: United Kingdom, Italy and Germany.

Not including shipments to non-contiguous American ter ritory and shipments of parts of machines, the value of the automobile exports in the calendar year 1000 was \$6,880,031. the number of machines having been 3,686, at an average value of \$1,000. Not less than 50 countries received automobiles during the year from the United States factories. The largest number went to Canada, which last year took 1,230 American machines, while England was the next largest buyer, followed by France, Mexico and Australia in the order named.

Indiana Stone for French Sculptures.

Six of the largest blocks of Indiana oolitic stone ever shipped out of the oolitic stone belt were started on their way to Paris, France, recently. The blocks were placed on six of the biggest capacity cars obtainable, as the total weight of the stones was 200 tons. On their arrival in Paris they are to be carved into statues of Jupiter, Neptune, Vulcan, Pluto and figures representing fire and air. The order was placed by a French importer of New York, who realized the superiority of the Indiana stone above all others in competition.

Status of Cutlery Trade in Italy.

The Italian market in cutlery has been almost entirely captured by German, French and Austro-Hungarian manufacturers. A certain amount of hest quality razors and pocket knives are still imported from America, but very little in comparison to the amount from Solingen, Germany. The reason is the usual one, lower prices and goods offered freight and duty free. It is believed that American manufacturers would still have a good chance of recapturing the Italian trade if they were carefully to study the kind of articles required, and to offer them freight and duty free, by means of travellers or agents.

Manufacturers and exporters should note that the law in Italy forbids any person to carry a knife with a blade longer than to centims. (3 15/16 inches), and that any hlade longer than 4 centims, (10/16 inches) must be blunt and round instead of pointed. The measurements are from the handle to the point, and not from the shoulder of the blade to the point.

Enormous American Exports to British Empire. The various countries constituting the British Empire. grouped by continents, take about 40 per cent. of our total exports of manufactures to Europe, 56 per cent, of those to

North America, 1 per cent. of those to South America, 25 per cent. of those to Asia, 74 per cent. of those to Oceania and 68 per cent. of those to Africa.

The largest items appearing in the list of manufactures exported to the principal British countries in 1909 were: To England, copper, pigs and bars, \$12,666,000; iron and steel, \$14,000,000; leather and manufactures thereof, \$20,000,000; refined mineral oil, \$18,000,000, and wood manufactures, \$13,-000,000. To Canada, iron and steel, \$32,000,000; wood manufactures, \$7,000,000; cotton goods, \$3,500,000; cars and carriages, \$3,000,000; chemicals, \$2,500,000; copper pigs, etc., \$2,500,000, and fiber manufactures, \$2,000,000. To Australia, iron and steel, \$6,750,000; refined oil, \$2,750,000; wood manufactures, \$2,750,000; cotton goods, \$1,000,000; leather and manufactures thereof, \$1,000,000; agricultural implements nearly \$1,000,000, and cars, carriages, etc., \$500,000.

Increased Size of Transatlantic Liners.

In the near future there will be three monster ships in the transatlantic trade, exceeding in size the Cunarders Lusitania and Mauretania. Two of them are well under way, the Olympic and Titanic, each of which is to be of ahout 45,000 tons. They are for the White Star Line and are to run from Southampton to New York. The launching of the Olympic is fixed for October next, and the Titanic is expected to he ready not long after. A third vessel of the 40,000 ton order is that which the Hamburg-American Line is to build in Germany. Neither the White Star boats nor the German ship will have very high speed. Probably twenty knots will be held to suffice. The Olympic will be fitted with a combination of the reciprocating engine and the turbine.

Holland-America Line Occupies New Pier.

The new pier of the Holland-America Steamship Line at the foot of Fifth street, Hoboken, was opened formally recently with a banquet on board the steamship Rotterdam. The pier is a double decker and has an elevator for passengers.

German Mail Reaches Seattle in 12 Days.

A record delivery of a parcels post package has been reported to the Postmaster General. The package was placed in the mails at Bremen, Germany, on May 2 and delivered to the addressee at Seattle, Wash., on May 14-12 days. This is the best time ever reported for mail of this character.

Cunard Line Orders New Steamer.

The Cunard Steamship Company has given orders for the construction of a steamer for the Boston trade. Like the Franconia, which is now being built, the new vessel will be 18,000 tons. She will be 600 feet in length and will have twelve engines, which are expected to develop great speed.

German Concern Wants American Catalogs.

One of our subscribers in Germany, with established credit and American bank references, is anxious to receive catalogs, &c., of American manufacturers whose goods would find sale in Europe. Correspondence addressed to Otto Waser, care of the Exporters' Review, 80 Broad Street, New York, will be promptly forwarded to the inquirer,

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Correction Notes for the "Exporters' Encyclopaedia." JUNE, 1910.

To Users of the "Exporters' Encyclopaedia"

Unless the Encyclopaedia is kept up to date and accurate it is of little value; in fact, incorrect information is worse than none at all. These pages (15 to 17) are arranged so that they may be withdrawn from the Review without injury to the book, and handed to the Shipping Department.

The "correction notes" herewith apply only to the sixth (1910) edition.

EXPORTERS' ENCYCLOPÆDIA CO., ** BROAD STREET.

Correction No. 1, June, 1910

STEAMSHIP LINES FROM CANADA FROM MONTREAL-(page 762)

New Zealand Shipping Co.—Sailings on the 15th of each month for Melbourne, Sydney, Auckland, Wellington, Lyttelton and Dunedin.

Royal Line—Sailings every second week for Bristol (England).

Correction No. 1 June 1919

PANAMA (page 525)

CONSULAR REGULATIONS.

Consular Invoices are now required on shipments by "Parcel Receipt."

Correction No. 1, June, 1910

CABLE RATES (pages 93 to 99)

The following changes should be made in Cable Rates and in routings:

The word "Brazil" at top of page 05 should come directly lefter "Bonsin," the places immediately following being in Brazil.

Brazil (19 to 19 to

do. (other offices)-rate via Colon is 5,3 cents.

Correction No. 1, June, 1910

VENEZUELA (page 679)

ROUTE 4. Steamers now load at Pierrepont Stores, Pier 12, Brooklyn.

Correction No. 3, June, 1910

BRITISH HONDURAS

ROUTE 2.—(page 227)
Sailings for Belize have been discontinued.

Correction No. 3, June, 1910

PANAMA (page 530)

Sailings (from Pier 15 East River) are now every alternate Saturday.

Correction No. 2, June, 1910

JAMAICA (page 456) ROUTE 1.

In addition to the regular Thursday service, steamers now sail from Pier 15, East River, every alternate Saturday for Port Antonio, Port Maria, St. Ann's Bay, Falmouth and Montego Bay.

Correction No. 2. June, 1910

FRANCE (page 334) CONSULAR REGULATIONS

Following is a list of the articles for which a Certificate of Origin is required, in order to avoid the maximum rate of duty:

Delicatessen; Canned Meat; Most Extracts (paste or otherwise): Fresh or Preserved Tripe; Feathers; Animal Barley, Corn, Fresh and Fresh

Copies of the official "Certificate of Origin" (in French, with English translation interlined), can be obtained from Wm. C. Siegert, 72 Beaver Street, New York, at two cents per copy or \$1,50 per hundred.

Los Recursos Económicos del Perú

Continua artículo escrito para la Exporters' Review por el Sr. J. Louis Schaefer, Vice-Presidente de la conocida casa W. R. Grace & Co. a cuyos esfuerzos se deban gran parte del desarrollo de la Costa Occidental de Sur America.



UNQUE el vanadio como mineral se conoce desde hace muchos años, su industria no se ha desarrollado sino muy recientemente. Hasta estos ultimos años no se hallaba sino en combinación con el carbón y en cantidades muy pequeñas, en un pormedio de

unos \$50 por tonelada. Se halla ahora en otras formas y se me refiere que llega hasta ú300C por tonelada. El Perú abastec hoy dia la mayor parte del consumo del mundo, el resto viniendo, cero, de Espaúa, Portugal y México. Se emplea en la fábricación del acero y chapas de armadura. La mayor parte de las minas de vanadio del Perú están ahora bajo la gestión de un sindicado americano encabezado por los Hermanos Flannery, de Pittsburg, bajo el nombre de American Vanadium Co.

CARBON. El Perú ha empezado de reciente á desarrollar sus minas de carbón. Un sindicado inglés está trabajando à poca distancia de Chimbote, y se dice que empezar á à hacer expediciones este año. Está construyendo un camino de unas 80 millas, y se me dice que el carbón es de muy buena calidad, conteniendo más de 60 por ciento de carbón libre. Se dice que estará en estado de entregar el carbón en la costa á no más de \$2-50 la tonelada. Cuando se considera que se usan cerca de un millón de tonedadas en esta costa, se puede ver fácilimente que se ofrece un gran mercado para el producto. Hay también que tener en cuenta que el carbón de Australia y los Estados Unidos se vende en Callao á unos 48 chilines ó \$12 la tonelada, y lo he visto vender hasta ao seos ja tonelada.

Ahora, de todos los productos del Perú, llegan á los Estados Unidos por valor de unos \$7000000. La mayor parte de esto la constituye el cobre que viene de las minas del Cerro de Pasco, después el caucho y el resto lo forman el algodón, azúcar, guano, hojas de coca, alpaca y algunos otros pocos artículos. Esto puede parecer una pequeña cantidad para un pais tan grande como el nuestro, y se malgasta mucha retórica de alta clase en discusiones abstractas acerca del porqué deberíamos hacer mayor negocio, pero la causa puede explicarse fácilmente,-no necesitamos de muchos de los productos del Perú, va que casi todo lo que puede vendernos, puede conseguirse en los Estados Unidos, con excepción de los productos especiales que he mencionado. Por ejemplo, el Perú exporta unas 150000 toneladas de azúcar. Chile que está allí á mano no produce azúca, pero tiene un cierto número de refinerias. Como consecuencia, el Perú obtiene mejor precio alli v abastece primero este mercado. No tomamos sino muy poco de su algodón, puesto que exportamos nosotros mismos, y la consecuencia es que la mayor parte va á Inglaterra y Alemaña. Importamos poco más ó menos \$2000000 de su goma porque no tenemos nostros mismos. Resumiendo todos sus recursos el negocio exterior del Perú asciende á unos \$60000000, de los cuales unos \$30000000 corresponden á la exportación.

Por lo que atañe á la riqueza minera del Perú, se puede decir que está seguramente encerrada en sus montañas, aprovechada sólo en parte por el presente. Su desarrollo es todavía problema reservado al futuro.

Primero, Por causa de la ausencia de facilidades de transporte y segundo, porque muchas de las minas están en posesión de personas que no tienen capital para desarrollarlas ellas mismas y sin embargo, ya sean peruanos ó extranjeros, tienen ideas tan extravagantes del valor de sus propiedades que alejan de ellas á todos los demás. Es siempre una desventaja para el negocio y el desarrollo general que el hombre que tiene algo que vender, espere tener la ocasión de sacar hasta el último centavo posible en una proposición.

Por lo que concierne al transporte, se puede apreciar que desventaja sea cuando se tenga en cuenta que el Per-rocarril Central del Perú calcula que su funcionamiento le cuesta cerca de 5 centavos por tonelada y por milla. El Perú no es por consiguiente, un pais dounde la industria minera pueda ejecerse por gentes de pocos medios. Se necesita demasiado capital para superor las dificultades que alli existen. Por ejemplo, á no ser por causa de los recursos ilimitados del sindicado Haggin, la fortuna hecha se habiera trocado en fracaso. El Perú es un país ex-cepcionalmente ríco, pero para desarrollar sus recursos y hacer su riqueza valeciera, necesita cuator cosas: transporte, irrigación, imnigración y para todas estas tres cosas necesita abundo canate capital.

TRANSPORTE: Es el problema más difícil que el Perú tenga que resolver hoy día, y de su solucción depende el futuro del pais. Los ferrocarriles que alli existen no pueden llamarse éxito. Para el turista constituyen unarevelación, particularmente el Ferrocarril Central, que presenta á la vista el más hermosa panarama del mundo, Los Estados Unidos tienen hermosas vistas en las Montañas Roqueñas, pero nada tienen que pueda compararse con éel en belleza y grandor. Es precisamente esta condición que presenta obstáculo á una operación próspera, porque el costo de construcción es tan alto que, sólo para cubrir los gastos de funcionamiento, la compañía está obligada à imponer tales cargos que el negocio es muy dificil de desarrollar. El Ferrocarril Central, por ejemplo, empieza al Callao, prácticamente al nivel del mar, y sin embargo, con sólo recorrer 106 millas, ya llega á una altura de 15667 pies. La longitud total del l'errocarril no es sino de 138 millas, en cuyo espacio cruzo 18 puentes y atraviesa 63 túneles. Aunque no tenga sino 138 millas de largo, cuesta al menos \$20,000,000, ó á razón de \$140,000 por milla. No transporta sino unas 350,000 toneladas de flete al año,

Correction No. 2, June, 1910

GUATEMALA (page 106)

POUTE S Sailings (from Pier 15 East River), are now every alternate Saturday.

Correction No. 1, June, 1910

WINDWARD ISLANDS ROUTE 3. (page 681)

Steamers now load at Pierrepont Stores, Pier 12, Brooklyn.

> Correction No. 1, June, 1910 HAITI (page 401) ROUTE 1

Sailings are now:

Every alternate Thursday for Port de Paix, Cape Haiti, St. Marc, Gonaives, Miragoane, Petit Goave and Icremie.

Every alternate Thursday and every alternate Saturday for Port au Prince.

Every alternate Friday for Jacmel (call at Aux Cayes has been discontinued).

C strection No. I, June, 1910

ECUADOR (page 110) ROUTE 2

The "municipal tax" on shipments for Esmeraldas is now \$2.00 per ton of 920 kilos, on all merchandise except eatables and provisions. For Manta, the "numicipal tax" is now \$1.62 per 1.000 kilos on each set of bills of lading. For Puerto Bolivar, the "municipal tax" is now 50 cents per ton on each set of bills of lading.

> Correction No. 1, June. 1910 BRAZIL (page :16)

> > Correction No. 1, June, 1910

ROUTE 1

Sailings are now:

For Para-5th, 15th and 25th of each month.

For Manaos—5th and 15th of each month.
For Maranham, Ceara and Parnahyba (Tutoya)—25th of each month.

PARCELS-POST (page 84)

The Parcels Post has been extended to Italian Offices in Turkey and Africa as follows: Bengazi, Canea, Durazzo, Galata, Jerusalem, Pera, Salonica, Scutari, Smyrna, Stamboul, Tripoli-in-Barbary, Valona; also to Erythrea and the Protectorate of Benadir: all on the same terms and conditions as parcels for Italy.

Correction No. 1, June, 1910

VENEZUELA (page 678)

ROUTE 3.

Sailings for La Guavra have been discontinued.

Correction No. 2, June, 19.0

CUBA (page 286) ROUTE 2.

Company's form of receipt must now be used in making delivery of goods at dock.

Correction No. 1, June, 1910

CUBA (page 283) CONSULAR REGULATIONS

On and after July 1 the consignee in Cuba must present his Consular Invoices to the Customs authorities in Spanish, otherwise an "official" charge for translation into Spanish will be made. As this "official" charge is liable to be considerably more than would be the expense to the shipper of making out his Consular Invoices in Spanish, we would suggest that this be done whenever the shipper wishes to save his customer in Cuba the additional expense. The expense of translation at this end, when done with this intention, or at the consignee's suggestion, should be borne by the consignee, as it is still optional with the shipper whether the invoices are arranged in English or in Spanish. It would be still better for shippers to arrange this matter with their consignees beforehand, in order to avoid disputes,-Editor Exporters' Review.

Correction No. 1, June 1910

GUATEMALA (page 192) CONSULAR REQULATIONS

Separate consular invoices must be arranged for each mark, even when shipped to the same consignee.

Correction No. 1, June, 1910

CHILE (page 218)

CONSULAR CHARGES

The Consul now demands certification of only two bills of lading at 50 cents each.

Correction No. 1, June, 1910

PERU (page 551) ROUTE 8

Steamship company requires a certified consular invoice on shipments to Iquitos,

Correction No. 3, June, 1910

CHANGE OF SAILING DAY

The Ouebec Steamship Co. has decided to return to Wednesday sailings from New York. Corrections should be made as follows:

Route 2-page 224 Route 2-page 344 Route 1-page 682 Route 3-page 302 Route 1-page 473

The New Certificate of Origin for France (FRENCH AND ENGLISH INTERLINED)

CONSULAR INVOICES FOR ARGENTINA BAZII.
CANADA COLOMBIA CERTIFICATES OF ORIGIN

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y aunque haga pagar un pormedio de \$5-00 por tonelada, sus beneficios netos son de poco más de \$2,000,000 al año, Transportó el año pasado 130/1102 pasajeros, sólo poco más ó menos el número que los ferrocarriles elevados de Nueva York transportan en un día.

Al presente el transporte, además de los ferrocarriles, se ejecuta por medio de mulas, burros y llamas. Auuque este métedol sea más barato en comparación con los ferrocarriles, es muy poco satisfactorio por el hecho de que es muy limitado por el abastecimiento de los animales y la necesidad de llevar sólo pequeños bultos. El transporte sobre los rios en la región oriental es muy costoso y peligroso, debido á las dificultades de la mavegación. Están llenos de rápidos y saltos. Tal vez el principio de monorietes que se trata de explotar, dará éxito algún días. Si así fuere, puede resolver el problema del transporte en el Perú, y tomorá possesión de si propio.

IRRIGACION: Es éste, claro está, un vasto campo, y la irrigación en grande escala podría obtenerse con la ayuda del gobierno. Creo que solo unos 1500000 acres están en cultivo en la región de la costa y que con irrigación adecuada se podrian aprovechar unos 2500000 acres más. Actualmente una gran cantidad de agua se desperdicia, pero si se pudiese conseguir bastante capital para recoger el agua al bajar de las montañas, de manera que se emplee sólo cuando se necesite, el pais recibiria sin duda grandes beneficios. El terreno es muy barato en todo la región de la costa, el trasporte es barato, y hay buen mercado para todo lo que allí se produzca. Los antiguos incas reconocieron el valor de la irrigación, y al recorrer esta comarca, particularmente los valles entre las montañas, se encuentran antiguas zanjas de irrigación empezadas centenares de años hace. El Perú está haciendo de este asunto estudio cuidadoso, empleando ingenieros competentes, y no hay duda que el trabajo se emprenda gradualmente. Algunas personas han ensayado obtener agua cavando muchos pozos artesianos, y también por medio de pozos mecánicos, pero no ereemos que hayan tendio mucho éxito.

INMIGRACION: Como ya dije, el Perú tiene una área de unas 700000 millas enadradas, ó poco más ó menos un cuarto de la superficie de los Ésados Unidos. No tiene sino 7 habitantes por milla y de éstos ni 15 por ciento son blancos; el resto son negros, indios, mestizos y chinos, y tienen muy poca importancia, económicamente hablando, por lo que hace al desarrollo del país, excepto como jornaleros ordinarios. Hace 50 años el Gobierno peruano hizo un esfuerzo para alentar la immigración. Se erajo un gran número de inmigrantes que recibieron tierras en el distrito de Chanchamayo, Algunos prosperaron por algún tiempo, pero poco á poco el esquema se desvaneció. Cuando se posesiono la Corporación Peruana, habiendo recibido grandes concesiones de tierras, trató de mievo de alentar la inmigración extranjera, pero hasta aliora no ha tenida mucho éxito. Creo que esto debe atribuirse al hecho de que el Perú está tan lejos, por causa del elima y porque las esperanzas para el futuro son tan excelentes en la costa este, de sucrte que la inmigración ha sido intensa en el Brasil y la Argentina. Parece racional suponer que cuando el canal de Panamá se haya concluido, esta condición puede cambiar,

Hace algunos años los chinos iban con mucha libertad al Perú, y también muchos japoneses fueron al país, pero ahora el Perú excluye el chino ordinario ó culi. El Gobierno hace todos sus esfuerzos para favorecer la inmigracion europea, y ofrece alicientes en cuanto à pasaje, tierras de fácil pago, etc. Temo mucho que el Perú nunea sea para el americano un buen capo de empresa, porque està demasiado bien aqui, y después de todo es un pobre colono, pero los europeos euyos recursos son muy pequeños, y cuyas fortunas en la vida son muy escasas, encontrarán ciertamente en el Perú un futuro brillante, en cualquiera de sue tres distritos, sea desarrollando las propiedades azucareras ó algodoneras de la costa, dedicándose á la agricultura en general ó á la cria de ganados en las altiplanicies, ó en la región de las selvas. Además de esto hay un vasto campo en las ciudades para los mecánicos y tenderos hábiles. Los mecánicos hábiles están siempre en gran demanda y muy apreciados. El aumento de inmigración quiere decir aumento de brazos para el desarrollo de las industrias manufactureras, tales como la fabricación de zapatos, de jabón, las fábricas de algodón, las rofinerias de manteca, las obras de ladrillos, los establecimientos de cimiento, las fábricas de vidrio y otras empresas semejantes y aunque este país no envie sus hijos allí, el aumento to población significará con todo aumento en las relaciones comerciales con nosotros.

INVERSIONES. Hablando aproximativamente, diré que hay poco hás ó menos \$30000000 de capital americano colocado en el Perú, de esto

La Mina del Cerro de Pasco representa \$20,000,000
W. R. Grace and Co. en propriedades azucares 5,000,000
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El Perú es muy ansisos de alentar las inversiones de capital extraujero en ferrocarriles, y dará ampli; garantía al dinero invertido. Por ejemplo, existe un proyecto ahora de construir un camino al rio Marañon, para el cual el Gobierno dará una garantía de 6 o/o sobre el costo del camino, e hipotecará la tasa sobre el tabaco que asciende poco más ó menos é un millión (\$1,000,000) al año, como garantía. Este camino unirá la cabeza de las aguas del Amazonas con el Pacifico y pondrá Iquitos poco más ó menos á 15 días de Nneva York. Tocará una parte del rico distrito de las selvas y probablemente dará desarrollo á un gran tráfico de madera, puesto que las minas y los ferrocarriles de la costa exigen gran cantidad de madera.

Además de los ferrocarriles, hay en el Perú un vasto campo para el desarrollo de las empresas eléctricas, tales como lineas de trolley y compañías de luz eléctrica. Se puede obtener una potencia hidráulica considerable de las rápidas corrientes que bajan de la montañas y por consiguiente la electricidad puede producirse á bajo costo. (Continúa.)

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American Railway and Electric Supplies for China. American railway equipment and machinery manufacturers are already beginning to get a fair slice of the business growing out of the Chinese railway and industrial development which is now striding into full swing. Recent cables from Peking announce the placing of a number of contracts for equipment, rails, and locomotives, totaling in value about \$750,000, with a New York firm. The contracts are to be filled by American manufacturers. Arnhold, Karberg & Co. of London, Berlin, and New York, which has branches in eleven Chinese cities, although a German-English house, acts as agent in China for a number of important American manufacturers, among them the Baldwin Locomotive Works, the Western Electric Company, and the Niles-Bement-Pond Company, and is filling orders for rails and accessories through its American connections, including four Baldwin mallet compounds and four Baldwin suburbans for the Peking Kalgan Railroad. They have also recently pur-chased two side tank Baldwins for the Szechucn Ichang Railroad, four Baldwin locomotives for the Hunan Yuch Han Railroad, pile-driving equipment, and 6,000 tons of rails and accessories for the Laotung Railroad, and large quantities of miscellaneous railway equipment.

America is also getting the bulk of the electrical equipment orders, the Western Electric Company having recently sold to the Imperial Government, the first telephone equipment in China, which is now being installed in Peking with two switchboards, which will give the Chinese capital as a starter, a capacity of to,000 'phones.

Proposed Trans-Pacific Line from Mexico. Mr. 11. P. Durdan, traffic manager of the proposed Trans-Pacific services of the American-Hawaiian S.S. Co., who returned to New York recently from a trip of inspection over the company's lines, was much impressed with the facilities for transshipping freight at Puerto Mexico and Salina Cruz, the terminals of the Tchuantepec Railway, over which road the traffic of the American-Hawaiian Line is handled. Arrangements have not yet been completed for the connecting line from Salina Cruz to ports in Japan, China and the Philippines, but there is little doubt that the service will be in operation within the next few months. In the meantime the American-Hawaiian S.S. Co.'s steamers are departing from New York for Puerto Mexico every six days, with full cargoes, destined for ports on the Pacific Coast and Hawaii. The connections of the line at Salina Cruz cover ports ranging from Valparaiso to Seattle.

To Develop Port of Sourabaya, Java.

A project is on foot for the construction of a port at Sourabaya, at the mouth of the river Kalimas (Java). The cost of the work is estimated at to,000,000 gulden (\$4,165,-000). The scheme has the support of the Commercial Association and of the Sourabaya Chamber of Commerce, and it is expected that the undertaking will in due course be approved by the legislature.

Large Cargoes of American Pine for Far East. The British steamer Knight of the Garter sailed from Port-

land, Oregon early this month for Tsingtau, Taku and Shanghai with a record lumber cargo, measuring over 5,000,000 feet. She will be followed by the steamer Glenlee about July 15, with a cargo of 3,500,000 feet of Oregon fir, which is also being imported extensively by Japan, the Philippines and Australia.

Americans May Build Railways in Turkey.

It is stated that a \$30,000,000 American syndicate, to be known as the Ottoman-American Development Co. has secured a franchise to build and control a large railroad in Asiatic Turkey. According to the report, the syndicate is made up of Manning, Maxwell & Moore, of New York, contractors: MacArthur Bros., also contractors, with offices in New York and Chicago; the banking house of Laidlaw & Co., New York, and others. If the Americans have been successful as it is reported, they will compose the first syndicate from this country to gain commercial foothold in Southern Asia, and their thirty millions will build a railroad through the most fertile part of the Ottoman empire, from Swedeia to the Persian border,

The syndicate is putting forth every effort to secure the coveted rights to construct a road from the Orontes River to the Euphrates Valley, thence to the Persian border at Lake Van, and having a terminal on the Black Sea at Samsoun. Thus a district would be covered which is not touched by the Bagdad Railway. With American enterprise backing such an undertaking there would be opportunities for the distribution of agricultural machinery, cotton goods and household products manufactured in the United States.

Cevlon Railways to Order Equipment.

The expenditure has been approved of the sum of R.19,68,-980 for rolling stock, etc., for the Ceylon Government Railways. It is proposed to order 12 high-capacity wagons, 12 bogie low-sided wagons, and four oil-tank wagons, to be supplied this year or before the middle of next year. It is also proposed to expend R.12,000 on new machinery for the ways and works department, R.74,750 on new machinery for the locomotive department, and R.1.26,724 in extending the erecting shop at Colombo. This will leave out of the grant the sum of R.3,32,700 to be expended in developing the railway otherwise. This is to be provided out of the surplus funds of the Colony.

Big Trunk Line For China Planned.

New and highly important enterprises in railway construction in China are taking shape. The State Department has received a despatch from the former American Charge d' Affaires at Peking giving the substance of a memorial issued by the Chinese Government as to a proposed line to be built from Haichow in Kiangou Province on the scacoast midway hetween Chefoo and Shanghai, westward through the Yellow River Valley, to ultimately connect Chinese Turkestan with the sea. An important feature of this scheme is said to be the development of a new trading post at Haichow. Although this proposal has not yet definitely been adopted hy the Chinese Government, it is believed that it will be taken up as one of the next great railroad enterprises. The several sections, it is estimated, will cost approximately \$10,500,000.

Export Offices for Well-Known Paint Concern.

The Patton Paint Co. has established offices in the Hudson Terminal Building, so Church Street, New York, for the export, marine and railroad departments. The export department, under the direction of Mr. Harry Love, has shown a large development in the last five years, the sales to South and Central America and the Far East being particularly good. Special attention is given to packing for export and to the making of shipments promptly.

A F R I C A CAIRO TO THE CAPE

Rhodesia Railways Being Opened.

The Cape to Cairo Railway is progressing steadly, the rails having been laid for 30 miles into Congo territory, and it is expected that they will reach the Star of the Congo some time this year. The progress of the railway through North-West Rhodesia is already resulting in increased activity there. The cotton experiments having turned out well on or near the Kaife, an increased area is being put under cotton, and land has been taken up hy several rich people in the vicinity. The Blinkwater line is now open, thus enabling farmers to get up their machinery, and there have already been exported from that district 20,000 lags of grain. The Maxoe Railway survey is finished and the work of construction will be commenced soon.

British Parcels Post with Abyssinia.

The British General Post Office announces that arrangements have been made for the transmission of parcels to Alyssinia. The rates of postage to be charged are: For a parcel not exceeding 3th. in weight, 3s. for a parcel exceeding 7th. but not exceeding 7th. in weight, 3s. fol; for a parcel exceeding 7th. but not exceeding 1th. in weight, 3s. The limits of size of parcels are two feet in length, breadth, or depth, and four feet in length and girth combined.

Railway to Traverse Unnavigable Part of Nile.

Work is expected to commence soon on an important section of railway to be constructed from Jinja, where the Nile flows out of Lake Victoria, to Kakindu, a point beyond the rapids of that part of the Nile where the Victoria Nile becomes navigable. Although only some fifty miles in length, the new line will, by going around the rapids of the Nile, open up a valuable and productive portion of Uganda, and establish connection with steam navigation on Lake Chioga and the surrounding waterways. The new railway will be built by the Unganda Railway Administration, and it is expected to be completed at an early date.

Direct Service to West Africa Soon.

The Hamburg-American Line announces that the first steamer of the direct line from New York to the West Coast of Africa, the "Otavi" salling July 25, will call at Grand Bassam, Victoria and Lome, in addition to Las Palmas, Sckondi, Accra, Lagos, Old Calabar and Duala; also that.as of the Sckondi, Acra, Lagos, Old Calabar and Duala; also that.as of the Sckondi, Acra, Lagos, Old Calabar and Duala; also that.as of the Sckondi, Acra, Lagos, Old Calabar and Sallings will be called at. Sallings will be maintained at intervals of about ten weeks. Freight rates and full information can be had from the Hamburg-American Line, 48 Broadway, New York

Record Time on Shipment to South Africa.

Record time on a shipment of steel construction material from Ohio to South Africa last month was made by the American Express Company. The shipment in question left Yorking South African Express Caronany. The shipment in question left Yorking Agril 23, arriving in New York, April 24, were delivered to the outgoing steamer, which salled April 27 for Southampton. England. At Southampton connection was made with a steamer salling May 7 for Cape Town, arriving there May 24 It was expected that the shipment would reach its final destination. Bulowayo, in about four days by rail, from Cape Town. The material is intended for a building in which an official celebration is to take place on September 1, which allowed of no delay in delivery. Two carlands of the same material followed by the next steamer for Southampton and also made a prompt connection with a South African liner.

Liberia a Field for American Enterprise.

Recent consular reports indicate that American interests in Liberia are reviving. Data of our commerce with that country have had a special place in the monthly official returns of exports and imports. The amounts are small, but they are growing. Exports rose from \$49,869 in 1908 to \$\$75,410 in 1909. Imports in 1909 were nominal. As early as the fifteenth century Liberia was the first country to send cotton cloths to northern and western Europe. That industry is reviving for home consumption is a recent report. Liberia has an area of 35,000 square miles, and has a population of 2060,000. A large portion of the people speak English. The Government is modelled after that of the United States. Monrovit, the capital and port, with a population of 1,000, is on Cape Mesurado.

Iron ore abounds in Liberia, and copper and other metals are found. Cotton flourishes, and sugar can and coffee are easily produced. The most important of the native trees are rosewood, ebony, teak, mahogany, hickory, poplar, brimstone wood, sassa wood and many other woods valuable in shipbuilding and cabinet work. There are several useful varieties of palm, especially the nut bearing palm from which palm oil is made. The country is rich in medicinal plants, among them the copaiba tree, and the castor oil plant. Several varieties of maize and rice of excellent quality are cultivated, and good crops of wheat, barley and oats have been raised.

A large number of the inhabitants of the African interior depend upon Liberia for their supply of European and American goods. The more important articles of export are coffee, sugar, palm oil and palm kernels, cocca, arrowront, caoutchouc, wory and kola nuts. The yearly foreign commerce amounts to about \$3,000,000, at least one-third of which is imports.

Nigerian Railways Will Divert Soudan Traffic.

The railway from the Niger to Kano is making rapid progress. Track laying is proceeding at the rate of over a mile a day, and railhead is expected to reach Zaria by the end of the year. It is hoped that the line will be completed to Kano by June of next year. This railway will revolutionize the trade of the Western Soudha, and an enormous extension of industry will ensue. The line will tap densely-populated areas, and will divert to the West Coast the whole of the considerable trade which is at present carried to Tripoli and Tunis, thereo by camel caravans across the Sabara.

South West Africa Has Good Telephone Service.

The Protectorate of German South-West Africa, can hoast of a fine telephone service. There are 46 district towns and villages, etc., which have their own systems which in turn are linked up with all the others. This is a great boon in a country in which transport presents great difficulties.

Wireless Service Between France and Africa.

Wireless telegraphy will shortly link France to Africa. In consequence of experiments recently earried out and of the successful results obtained, the Governor-General of French West Africa has decided to install at all important ports stations equipped with complete apparatus for wireless telegraphy. At the same time a system of communication will be established in the interior, and at Timbuctoo an elevated station will be recreted which will communicate with Oran and Birerta, and will form a base for radio-telegraphy across the Salarra.

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AUSTRALIA INCLUDING HAWAII & OCEANIA A THE STATE OF THE Davers

More Railways Planned for New South Wales.

It is officially stated that in view of the increase in production and the general development of the agricultural, pastoral, and mining industries in New South Wales, the government is taking steps to provide new railway facilities linking up the main trunk lines in the interior with the natural outlets on the seaboard. A Royal Commission has been appointed to report on the decentralization of railway traffic and the development of new ports on the north and south coasts.

New Proposed Mail Route to Australia.

In New Zealand great interest is being taken in the possibility of facilitating mail communication with London by way of the new Transandine Railway. The idea is for a line of steamers between Auckland and Sydney, N. S. W., and Valparaiso, from which port the mails would be conveyed across South America to Buenos Ayres, and thence by steamer to Britain. It is believed in New Zealand that by this service mails could be conveyed between Auekland and London within 28 days. The rail journey across South America only requires 35 hours, and the voyage between Valparaiso and Auckland should be easily done in to days, while from Buenos Ayres to Vigo, Spain, is now done in 131/2 days.

Railroad Construction in Hawaii Approved.

The House of Representatives has passed a bill ratifying an act of the Hawaiian Legislature authorizing W. A. Wall, of Honolulu, and his associates to construct and operate a railroad on the island of Hawaii.

How American Goods Should be Marked.

On account of the popularity of American goods in Australia, dealers usually request manufacturers here to so label or stamp their wares that their American origin is quickly noted by the consumer. The words "Made in U. S. A." have always been considered sufficient for this purpose but owing to the adoption of "U. S. A." as the abbreviated title of the recently formed Union of South Africa, manufacturers are now asked to mark their goods in full "Made in the U. S. of America." There are some American products, such as food products and drugs, which the trade mark laws of Australia require to be marked with the country of origin. The regulations of the Trade Mark Law are fully set forth in the matter relating to "Australia" in the sixth (1010) edition of the Exporters' Eneyelopedia,

Australian City Shows Rapid Progress.

The rate at which the capital of New South Wales is progressing is exemplified in many ways. The population is constantly growing, and has now reached over 600,000. The extension of building operations in the city of late is said to have been very great. Large numbers of new buildings have been put up and old buildings extensively enlarged. That the people do not devote themselves entirely to business may be gathered from the fact that four new theaters are being erected.

New Wireless Stations at Sydney and Fremantle.

The tender of the Australasian Wireless, Ltd., has been accepted by the Commonwealth Postmaster-General for the installation of wireless telegraph stations at Sydney and Fremantle, at a cost of £4,150 per station.



4921

FOREIGN TRADE OPPORTUNITIES

The following are among inquiries received by the Bureau of Manufactures, of the Department of Commerce and Labor, Washington, D. C., during last month. Manufacturers interested can obtain full particulars, free of charge, by writing to the fluceau of Manufactures and referring to the number given

4916 Telephore tuntilation and imprehensalist and imprehensalist and the properties of the properties

Cannell goods, soaps, and chemical pro-ducts Europe

ducts—Europe
Drugs and foller articles: Western Europe
Castiono pipe Lath America
Automobiles and suppless Europe
Automobiles and suppless Europe
Grant Harbor Europe
Grant Harbor Europe
Novellies of all kinds—and Japan
Section Suppless and Japan

Wood working machine Eurose Loose leaf ledgers and stationery Ger-Loose leaf ledgers and stationery-many. Rotting machines—Austria-Hungary. Hand and power vacuum clear Hand 1 and power vacuum America

America

Annerica

Witing paper and envelopes—Europe,
4017 American coston goods Levant
4010 Dairy and bewere machinery and aupides—South Africa

4040 Machine tools—Europe.

Thermosta melectrical locks—Earope Dalle walk, and improvements—Color Dalle walk, and implements—Asia. 4947

Agricultural machinery and impressions. Machine Machin

Canada Machinery and household appliances Saxony, Ols and paints - Far East Hardware and furniture Mexico tilass working machinery. Entone Drelaing and draining enterprise South America

Marine motor engines Great Britain, Skates Russis. Road making machinery Europe. Agricultural implements—Latin America.

Machines for clearing small irrigation cannal of airl. South Africa.

Spice making machinery—Russia.

Tenders for working mines—Athens.

Yacuum clearies—Europe.

Show Peak olders, shows, howers, etc.—

Peak olders, shows, howers, etc.—

American plows—Far East.

White oak staves and meats Europe. Watch-case jewels Switzerland.

Wateh-sac jewels-Seilerland.
American good-Australia.
Exercia-Australia.
Exercia-Australia.
Relived and electric transvay supplies—
Moior buggies—Far East
Chemicals and older geode.—Spainerial kinds—Turkers, matchinery—Africagall kinds—Turkers, matchinery—Africaterior and matchinery and cold asterage
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In most countries an unregistered trade mark can be pirated by any one who, by registering it, can acquire ownership of it, even against the rightful user.

To prevent such loss of their marks, exporters should be vigilant in registering them in all countries reached by their goods.

For the benefit of our subscribers, we have made special arrangements to provide for the economical registration of their trade marks in foreign countries.

To this end we have secured the services of attorneys who are special experts in foreign trade mark laws, and who will give to our subscribers information and advice as to any countries on application. Address:

EXPORTERS' REVIEW

(Trade Marks Bureau)

80 BROAD STREET, NEW YORK



Table Showing Value of Exports (exclusive of specie) From New York, for May, 1910.

V	alue		Value
Arabia\$	66	*Korea\$	27,107
Argentine Rep 2,5	02.312	Liberia	3,572
Austria 8	23.568	*Mexico	1,621,249
Belgium 1,2	10,187	Netherlands	3,254,072
Bolivia	28,080	Nether. Poss	182,376
	11,798	Norway	238,128
	41,571	Panama	928,494
Bulgar'a	1,362	Paraguay	5,951
Central Amer 3	36,561	Persia	5,951
	45,042	Peru	170,559
*China t,6	47,046	*Philippines	405,724
	72,140	Portugal	58,038
Cuba 1,9	82,017	Port. Poss	188,319
Denmark 5	39.381	Roumania	23,372
	38,010	Russia	463,428
Ecuador	91,437	*Russian Poss	29,950
Egypt	37,685	San Domingo	281,689
Englandtt,9	39,260	Scotland	941,405
Formosa	254	Siam	15,379
France 3.5	33,430	Spain	171,922
	02,949	Span. Poss	5,724
Germany 4,8	71.536	Sweden	222,981
German Poss	4.512	Switzerland	57,375
Greece	14,265	Tripoli	739
	58,745	Tunis	46,204
	92,748	Turkey (in Asia) .	21,988
	13,921	Turkey (in Eur.) .	79,498
Italian Poss	283	Uruguay	357,724
*Japan 2	49,201	Venezuela	289,013
Kongo	19	Wales	99,957
*Exclusive of overl	and sh	ipments.	

Total exports since Jan. 1, 1910=\$274,960,417. Total exports same period, 1909=\$266,762,448.

Valuable Aids to Exporters and Manufacturers.

Two of the most useful books for exporters and manufacturers that come to our notice each year, are the "Kelly's Directory of Merchants, Manufacturers and Shippers, of the World" and "Kelly's Customs Tariffs of the World." The former is a work of 3,500 closely printed pages and contains classified lists of the Consuls, Banks, Manufacturers, Importers, Exporters, Merchants, Jobbers, Brokers and Shipping Agents in every country in the world. The work is indexed as to countries, towns and trades, making it very handy for reference. It should prove of great value to American manufacturers who are seeking to expand their business in foreign countries. The "Kelly's Customs Tariffs of the World" is issued as a companion volume to the World Directory and contains the Customs Tariffs of the World, revised up to the time of going to press.

An alphabetical list of the principal articles affords a ready means of consulting the proper section of the various tariffs. Published by the Kelly Publishing Company, 5 Beekman St., New York.

Panama Excavation is Two Thirds Completed.

The sixth year of American construction of the Panama Canal ended May 3, and the "Canal Record" has presented an interesting review of what has been accomplished. Altogether, 105,888,072 cubic yards of earth and rock have been removed. That leaves to be taken out of the water approaches to the canal 29,232,052 cubic yards of material, while the steam shovels have to dig out 38,827,617 cubic yards of solid earth and rock. The Culebra Cut presents the hardest problem, for there remain to be excavated in that miniature mountain range 31,128,845 cubic yards, but as this is being earried off at the rate of 1,240,000 yards per month the end will soon be in sight.

What is Net, Gross and Legal Weight?

The New York Journal of Commerce gives the following definitions of net, gross and legal weight: "Strictly speaking, the net weight of goods is simply the weight of the goods themselves, without any package or container of any kind. The gross weight is the weight of the goods and the package containing them. "Legal" weight is determined in such manner as the particular law in question may direct; there is no other way to find it except by consulting the law. While net weight is, strictly, such as we have defined it to be, some tariff laws give it a special definition for the purpose of assessing and collecting duties. This is true also of "legal weight," and it is sometimes true even of gross weight. Thus net weight is defined by the tariff law of Nicaragua as "the actual weight of the goods freed from all packing, receptacles or wrappers." In the Philippine Islands dutiable net weight "shall not include the weight of any common exterior cover, receptacle, package, wrappers or packing, but shall include all interior or immediate receptacles." The Mexican definition of "legal weight" is more or less common, and is as follows: "By legal weight is meant the weight of the goods, together with that of their interior packing, such as wrappers, receptacles, cardboard and wooden boxes, tins, etc., inclosed in the outer packing case in which imported. When goods dutiable on legal weight are not inclosed in interior packages, but in one outside inclosure only, the intrinsic weight of such goods will be considered as legal weight." The important point is to note that the law of the particular country in question must be consulted as to the definition of these terms in tariff act of that country.

Orders Special Freight Cars for Automobiles.

The Grand Trunk Railway has placed orders for 500 special "automobile" cars. The cars are steel framed box cars with doors taking up almost their whole end, so that big touring cars can easily be run in or out. The Grand Trunk touches Detroit and other big auto manufacturing cities of Michigan and the West, and has found special equipment necessary for this trade.

North German Lloyd Gets New Phila, Piers.

The North German Lloyd Steamship Company has secured from the Independent Pier Company of Philadelphia Pier 34. South, for the use of the big vessels of the line, and will take possession after June 1. The wharf property secured is one of the most desirable along the entire Delaware River front, being in the center of the shipping district,

Remarkable Increase in Exports to Canada.

Exports from the United States to Canada show a larger growth in the current fiscal year than those to any other of the important countries of the world. For the ten months ending with April, for which the Bureau of Statistics has just prepared a detailed record of the commercial movements the exports to Canada amount to \$174,500,000, against \$129,-000,000 in the corresponding months of last year, and for the month of April alone, \$22,000,000, against \$15,000,000 in April of last year. The increase in exports for the ten months in question is thus \$45,000,000, while the total increase in exports to all parts of the world during the same period is but \$55,000,000 the figures in each case relating to exports of domestic merchandise. To France the export figures show for the period in question an increase of \$9,-000,000, to Germany \$11,000,000, to Argentina \$5,500,000, to Mexico \$6,500,000, to Australia \$2,000,000 and to Canada, a.s. above indicated. \$45,000,000.

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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.

(Subject to Change.) NOTE-The lines are arranged alphabetically under the port of departure. This enables subscribers to the sixth (1910) edition of the "Exporters' En-

cyclopaedia" to accertain quickly the proposed sailings of all lines, except where the agents could furnish no advance information. CAUTION.-The sailing dates given below, although compiled with extreme care, should be considered as merely approximate, except for the regular

Trans-Atlantic passenger lines. The publishers however, assume no responsibility as to the accuracy of the information.

From New York

AMERICAN & AFRICAN S. S. LINE (Cape Town, Algon Bay, East London, Port Natal, Delagon Bay)-Berwick Castle, July 27.

AMERICA N-ASIATIC S. S. CO. (for Singapore and Manua) -- Indrawadi, June 20.

AMERICAN & AUSTRALIAN S. S. LINE (for Fre-mantle, Adelaide, Melbourne, Sydney and Brisbane) -Anglo-Bolivian, July 6.

AMERICAN & AUSTRALIAN S. S. LINE (for Mel-bonne, Sydney, Auckland, Wellington, Lyttelton and Dunedin)—Tomoana, June 20.

AMERICAN & INDIAN LINE (for Port Said, Bombay, Pondicherry, Coconada and Calcutta Rheinfels, June 30. "AMERICAN LINE (for Southampton)—June 18; St. Paul, June 25; Philadelphia, July 2; St. Lords, July 9; New York, July 16; St. Paul, July 23; Philadelphia, July 30;

AMERICAN & MANCHURIAN LINE—Karema, July 10—(for Aden, Singapore and Philippinea) Bloem-foutein, July 20—(for Hong Kong, Shanghai, Kobe and Yokohama).

AMERICAN & ORIENTAL LINE (for China and

AMERICAN-HAWAIIAN S. CO. (for Puerto Mexico)—American, June 18; Texan, June 24; Massachusetts, June 19; Hawaiian, July 45; Californian, July 12; Cregorian, July 18; Kentuckian, July 23, Texan, July 36.

AMERICAN RIO PLATA LINE (Inr Montevideo Buenos Ayres and Rosario) Drumcree, June 15 Headley, June 30.

'ANCHOR LINE (for Glasgow)—Furneasia, June 18. Columbia, June 25; Caledonia, July 2; California July 8; Furnessia, July 16; Columbia, July 23; Cale donia, July 30.

ANCHOR LINE (for Marseilles and Leghorn)— Perugia, June 18; Italia, June 30; Calabria, July 21; Perugia, Aug. 13.

"ATLANTIC TRANSPORT LINE (for London)-Minneapolis, June 18; Minnetonka, June 45; Mesalea, July 2; Minnewaska, July 0; Minneapolis, July 16; Minnetonka, July, 23.

AUSTRO-AMERICAN S. S. CO., LTD. (for Patras, Venice and Trieste)—Oceania, June 29; Argentina, July 6; Martha Washington, July 13; Oceania, Aug. 17.

BARBER LINE (for China and Japan)-A steamer

BARBER LINE (for Montevideo, Buenos Ayres and Rusario) - Farl of Douglas, June 12; Pilar de Larrinaga, June 25. BARBER LINE (for flavre and Dunkirk)-A Steams

BOOTH LINE (for Para and Manaos) Cuthbert, Jime 15; Clement, July 5; Hubert, July 15; Ceargnae, Aug. 5.

BOOTH LINE (for Para, Maranham, Ceats and Parahyba) -- Dominic, June 25; Amazonese, July 25. BRISTOL CITY LINE (for Swansea and Bristol)— Kansas City, June 24; Wells City, July 6; and a Steamer about every ten days thereafter.

CLYDE STRAMSHIP (WESSINDA LINE), See All Control of the Stramship of the S

**COMPAGNIB GENERALE TRANSATLANTIQUE (for Havre)—La Lorraine, June 25; Chicago, June 25; La Savoie, June 30; La Frorence, July 7; Bordeaux, July 9; La Gascogne, July 25; Bordeaux, July 9; La Gascogne, July 25; Floride, July 22; Chicago, July 22; La Savoie, July 28.

COMPAGNIE GENERALE TRANSATLANTIQUE (for Bordeaux and Durkirk) Hadson, July 2, St. for Bordeaux an

COMPANIA TRASATLANTICA (for Havana, Vera Cree and Pierto Mexico)—Montserrat, July 12; A Stramer, Aug. 11.

*CUNARD LINE (inr Liverpool)—Mauretania, in 22; Carmania, June 25; Lusstania, inue 29; Car jania, July 6; Carona, July 0; Mauretania, 1013; Lussiania, July 20; Carmania, July 23; Cai jania, July 27; Caronia, Aug. 3.

*CUNARD LINE (for Gibraltar, Genou, Naples and Trieste)—I Itonia, June 16 (not Genoa or Gibral-tar): Carpathia, July 7: Pamowia, July 10 (not Genoa); Ultonia, Aug. 4 (not Gibraltar or Genoa).

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*FABRE LINE (for Marseilles).-Roma, June 18; Venezia, June 29; Marc Frassinet, June 18 (also Barcelona); Provincia, July 9; Germania, July 9; Madomia, July 31; Roma, July 30.

GANS STEAMSHIP LINE (for Rottridam)—A Steamer early in July; (for Santander, Lisbon and Barcelona)—A Steamer, June 25; (for Azorea, Lisbon, Barcelona and Seville)—Ingelfingen, July

*HAMBURG-AMERICAN LINE (for flamburg) Cleveland, June 18; 4: Waldersee, June 21; K'a'n, Aug. Victoria, June 25; Bluecher, June 20; Deutsch-land, July 2; Pres. Lincoln, July 6; Amerika, July 9; Pres. Grant. July 12; Gietzinski, July 16; Penn-sylvanna, July 20; Cleveland, July 21; K'a'n. Aug Victoria, July 20;

*HAMBURG-AMERICAN LINE (for Gibraltar, Naples and Genoa) Hamburg, June 21; Moltke, Naples and Genoa) Har July 12; Batavia, Aug. 2.

HAMBURG-AMERICAN LINE (Atlas Service) (for Iragua, Santa Marta and Hayti)—Alleghany, June 30; Altai, July 13; Alleghany, July 27; Altai, Aug

HAMBURG-AMERICAN LINE (Atlas Service) (for luagua, Port au Prunce, Colon, Port Limon aud Bocas del Toroj-Siberta, June 25; Sarina, July 8; Siberia, July 2a; Sarina, Aug 5. Call at Greytown when sufficient Inducements offer.

HAMBURG-AMERICAN LINE (Atlas Service) (for Inagua, Jacmel, Kingston, Cartagena and Savanilla) — Prinz Logobium, June 18; Prinz Aug. Wilhelm, July 2; Prinz Joachim, July 16; Prinz Aug. Willed

HAMBURG SOUTH AMERICAN STEAMSHIP CO-for Percambuce, Balea, Rio de Janeiro, Santos and for Pernambuco, Bahia, Rio de Janeiro Rio Grande do Sul) Oppung, July 9.

HANSA LINE (for Cape Town, Algon Ray, East Lon-don, Port Natal and Delagon Ray)-A Steamer

HANSA LINE (for Tjilatjap, Batavia Macassar and Socrabaya) -- Gutenfels, July 15. *HELLENIC TRANSATLANTIC LINE (for Naples,

*HOLLAND AMERICA LINE (for Rolferdam)— Noordam, June 21; Rofferdam, June 28; Ryndam, July 5; Potsdam, July 12; New Amsterdam, July 16; A Steamer, July 26.

HOUSTON LINE (for Cape Town, Algoa Bay, East London, Port Natal and Delagoa Bay)—Hyperia July 15.

HOUSTON LINE (for Montevideo, Buenos Ayres, 1.a. Plata and Rosario) Homereus, June 18; Her-minius, late June. INSULAR LINE (for San Juan, Ponce and Maya-guez)—Harry Luckenbach, June 18: S. V. Lucken-bach, July 2; and a Steamer every two weeks-thereafter,

*ITALIA LINE (for Palermo, Naples and Genoa)---Verona, June 30; Ancona, July 14; Taormina, Aue a

LAMPORT & HOLT LINE (for Manchester)-Titian, June 25; A Steamer July 9 and 23.

LAMPORT & HOLT LINE (for Bahia, Rin de Janeirn and Sautos)-Voltaire, June 20; Byron, July 2; Verdi, July 20; Tennyson, Aug. 4.

LAMPORT & HOLT LINE (for Montevideo, Buenos Ayres and Rosario) - Voltaire, June 20; Verdi, Ayres and Rosario) - Vol July 20; Vasars, Aug. 20.

LA VELOCE LINE (for Naples and Genea)-Oceania, June 21; America, July 5; Europa, July Oceania, June st; / to; Oceania, Aug. 9

LLOYD BRAZILEIRO (for Pernambuco, Bahia, Rio de Janeiro and Santos)—San Paulo June as (also Para); Purus, June 30; Minas Geraes, July 14 (also Para); Papajor, July 36.

Luisiana, June 18; Mendora, July 12; Luisiana, Aug. 11.

*LLOYD SABAUDO (for Naples and Genna) --Tomaso di Savoia, June 30; Re d' Italia, July 21; Regina d' Italia, Aug. 23.

MERCHANTS LINE (New York & Pacific S. S. Co., Lith): tfor Punta Airens, Coronel, Valuaraioo, Antologasta, Iujuducen Pisagna, Arica, Moltrodo, Callao, Salaserry, Eten and Guayaquil)—Cela June an: A Steauter waity July.

215 DEABHORN STREET

WUNSON STEAMSHIP LINE (for Vatanças, Cardenas, Sagua and Caibarsent Paleo A. June 222

Culana, July 6; Paloma, July 20, Celana, Aug.

*Steamers are equipped with the Marconi Wireless System-see page 27.

PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS,-Continued) See notice at head of Page 29.

MUNSON STEAMSHIP LINE (for Nine, Nuevitas, Gibara)—Olinda, June 29; Curityba, July 13; Olinda, July 27; Curityba, Aug. 10.

*NATIONAL STEAM NAVIGATION CO. (for Piracus, Calamata, Patras and Smyrns)—Patris Piraeus, late July.

VIGAZIONE GENERALE ITALIANA (for Naples and Genoa)—Duca Degli Abruzzi, June 25, Lombardia, July 4; Duca d'Aosta, July 9; Duca Degli Abruzzi, July 30.

NEW YORK & CUBA MAIL STRAMSHIP CO. (for Havana).—Stratoga, lone 18: Esperauza. Iuwe sili Havana, Jone 21: Mexico. June 30: Saratoga, Iuly 2; Morro Castle, July 7; Ilavana, July 10: Merida, July 14; Saratoga, July 16; Esperauza. July 81: Havana, July 23; Mexico, July 88.

NEW YORK & CUBA MAIL STEAMSHIP CO. (6 Progreso and Vera Cruz)—Esperaoza, June 23; Mexico, June 30; Morro Castle, July 7; Merida, July 14; Esperanza, July 21; Mexico, July 28.

NEW YORK & CUBA MAIL STEAMSHIP CO. (for Guantananio, Santiago and Manzanillo)—Santiago, June 15; Camaguey, June 29; and a Steamer every two weeks therealter. NEW YORK & CUBA MAIL STEAMSHIP CO. (for Tampico)--Vigilaucia, Juoc 17; Bayamo, June 24; Seguranca, July 1; and a Steamer every Friday thereafter. Steamers Vigilancia and Seguranca call

W YORK & DEMERARA STEAMSHIP LINE (for St. Kitts, Guadeloupe, Martinique, Barbados and Demerara)—A Steamer Joly —

NEW YORK & PORTO RICO S. S. CO. (for San Juan, Ponce and Maysguez)—Ponce, June 18; Coamo, June 25; San Juan, July 22; Carolina, July 9; Ponce, July 16; Coamo, July 23. Steamer Carolina omits Pouce and calls at Aguadilla.

NEW YORK AND SOUTH AMERICA STEAMSHIP LINE (for Valparsiso, Iquique and Callao)-Fox ton Hall, June 25;

NEW YORK & VANCOUVER LINE (for Vancouver Victoria, New Westminster and Prince Rupert)-Queen Amelic, June 15.

Queen Amelie, June 15.
**NORT'I GERMAN LLOYD S. CO. (Bremen)—
Kronpriazessin Cecille, June 21; Main, June 23;
**Kronpriaze Wilhelm, June 24; Prino Pried Wilhelm,
July 3; Kaiser Wm., der Grosse, July 12; Geo.
Washington, July 14; Kronpriazessin Cecille, July
19; Bremen, Joly 21; Kronpriaze Wilhelm, July 26;
**Triedrich der Grosse, July 28; Kaiser Wilhelm II.

*NORTH GERMAN LLOYD S. S. CO. (for Gibraltar, Naples and Genos)—Koenig Albert, June 18; Neckar, June 28; Francess Ireue, July 2; Koenigin Luise, July 2; Rerlin, July 16; Koenig Albert, July 30; Frinzess Ireue, Aug. 13.

NORTH-WEST TRANSPORT LINE—See "Uranium Steamship Co."

NORTON LINE (for Montevideo, Buenos Ayres and Rosario)—Ikala, June 12; A Steamer late June. PANAMA RAILROAD S. S. LINE (for Colon)—
Advance, June 18: Panama, June 24: Allianca,
June 30: Colou, July 7: Advance, July 12: Pauama,
July 18: Allianca, July 23; Colon, July 29.

PHOENIX LINE (for Antwerp)—Marina, June 29; St. Andrew, July 13; Parthenia, July 27. PRINCE LINE (for Rio de Janeiro, Santos, Monte-video, Buenos Ayres and Rosario) - Spanish Prince. July 5.

INCE LINE (for Pernambuco, Bahia, Rio de Janeiro, Santos and Rio Grande do Sul)-Castil-lian Prince, June 25; Corsican Prince, July 25.

PRINCE LINE (for Cape Town, Algoa Bay, East London, Port Natal and Delagoa Bay)—A Steamer Aug.

QUEBEC STEAMSHIP CO. (for Bermuds)—Ber mudiau, June 15, 25; July 6, 16, 27 and Aug. 6 QUEBEC STEAMSHIP CO., LTD. (for Leeward and Wiedward Island and Demerara)—Korona, June 28; Parima, July 22; Guiana, July 26; Korona, Aug. 9. *RED CROSS LINE (for Ilalifax and St. Johus)— Bornu, June 25; July 9, 23, and Aug. 6; Florizel, June 18, July 2, 16 and 30.

RED **D*** LIWE (for La Guayra, Curasso and Mars-caibo)—(c. Lacas) June (f. Marsaibo, Junes; Philodelphin, July 2; Zulia, July 9; Caracas, July 16; Marcalho, July 2; Philadelphia, July 0; (Sieamers Philodelphia and Caracas do not take freight for Curasso or Marcasho.)

RED "D" LINE (for San Juan and Puerto Cabello)— Carscas, June 18; Philadelphia, July 2; Caracas, July 16; Philadelphia, July 30.

*RED STAR LINE (for Antwerp)—Lapland, June 18; Kroonland, June 25; Fiuland, July 2; Vaderland, July 9; Layland, July 16; Kroonland, July 23; Finland, July 30.

ROYAL MAIL STEAM PACKET CO. (for Bermuda)
-Treot, June 22: July 2, 13, 23 and Aug. 3.

ROYAL MAIL STEAM PACKET CO! (Kiugston, Colon, Savanilla, Cartagena, Trinidad and Barbados) —Magdaleua, June 25; Clyde, July 9; Atrato, July

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ROYAL DUTCH WEST INDIA MAIL LINE (for Haiten ports, Curacao and Paramaribo)—Prina Frederik Hendrik, Juuc 17; Prius Wilhelm V, July 1; Prins Wilhelm III, July 15; Prins Wilhelm July 1; Pr I, July 29.

ROYAL DUTCH WEST INDIA MAIL LINE (for Barbados and Demerara)—Suriname, June 20; Cop-pename, July 4; Suriname, July 18; Coppename, Aug. 1.

ROYAL DUTCH WEST INDIA MAIL LINE (for Trinidad and Paramariho)— Maraowijne, June 27; Saramacca, July 11; Maraowijne, July 25; Sara-macca, Aug. 8.

RUSSIAN EAST ASIATIC S. S. CO., LTD. (for Rotterdam and Libao)—Russia, June 15; Estonia, June 29; A Steamer July 13.

SCANDINAVIAN AMERICAN LINE (for Christian-sand, Christiana and Copenhagen)—Tietgen, June 16; Hellig Olav, July 2; Oscar II, July 21.

TRINIDAD SHIPPING AND TRADING CO., LTD. (for Grenada aud Trinidad)—Grenada, June 18; Crown of Grenada, July 2; Maracas, July 13; Grenada, July 25

UNION CLAN LINE (for Cape Town, Algoa Bay, East London, Port Natal and Delagoa Bay)—Cla Maciver, June 15.

UNITED FRUIT COMPANY (for Port Antonio, Porto Barrios and Bocas del Toro) - Frutera, June 18; Jose, July 2; Frutera, July 16; Jose, July 30. UNITED FRUIT COMPANY (for Kingston, Colon, and Santa Marta)—Metapau, June 16; Zacapa, June 23; Almirante, June 23; Almirante, June 24; Santa Marta, July 7; Me'apau, July 14; Zacapa, July 21; Almirante, July 38.

UNITED STATES & AUSTRALASIA S. S. CO. (for Fremantle, Adelaide, Melbourne, Sydney and Bria-baue)—Swanley, June 15; Courtfield, July 18.

UNITED STATES & AUSTRALASIA S. S. CO. (for Melbourne, Sydney, and New Zealand Ports)—A Steamer, June —.

UNITED STATES AND CHINA-JAPAN S. S. LINE (for Hong Kong, Shanghai, Kobe and Yokohama)— Indravelli, Jone 30.

UNITED TYSER LINE (Melbourne Sydney, Auckland, Wellington, Lytteltou and Dunedin)—A

UNITED TYSER LINE (for Fremantle, Adelaide, Mel-bourne, Sydney and Brisbane)—Star of New Zealand,

URANIUM STEAMSHIP CO. (successors to North-West Transport Line)—(for Rotterdam)—Uranium, June 33; Volturno, July 7; Campania, July 21; Uranium, Aug. 4. WEST COAST LINE (for Puuta Arenas, Coronel, Val-paraiso, Antofagasia, Iquique, Arica, Mollendo, Callao, Eten, etc.) -- Dorothy early July.

WHITE STAR LINE (for Southamptou)—Majestic, June 22: Adriatic, June 29: Teutouse, July 6: Oceanic, July 13: Majestic, July 20: Adriatic, July

**WHITE STAR LINE (for Liverpool) - Celtic, June 18; Cedric, June 25; Arabie, July 2; Baltie, July 9; Celtic, July 16; Cedric, July 23; Arabie, July 30. New York *WHITE STAR LINE (for Gibraltar, Naples and Genoa)-Cretic, July 2, and Aug 10.

WILSON LINE (for Hull)—Toronto, June 15; Buf-falo, June 25; Galileo, July 6; Idaho, July 13.

From Philadelphia

*ALLAN LINE (for St. John's, N. F., and Glasgow) -Carthaginian, June 25; Siberiau, July 9; Mongolian, Carthag July 23

*AMERICAN LINE (for Liverpool)-Haverford, June 18; Merion, July 2; Friesland, July 9; Haverford, July 23; Merion, Aug. 6. ATLANTIC TRANSPORT LINE (for London) --Montana, June 23; Minnesota, July 22.

COSMOPOLITAN LINE (for Christiauia, Copenhagen and Stettin) Astoria, abt. June 25. COSMOPOLITAN LINE (for Leith)-Mora, abt. June 24; Adra, July 26. COSMOPOLITAN LINE (for Rotterdam)- Dania,

HAMBURG-AMERICAN LINE (for Hamburg)-Schnumburg, aht. June 18; Pallanza, abt. July 1 Barcelona, abt. July 17.

HOLLAND-AMERICA LINE (for Rotterdam) -- Gorre-dyk, July 8; Andyk, July 29; Gorredyk, Aug. 23.

*ITALIA LINE (for Genoa and Naples)-Verona, June 29; Ancona, July 13; Taormina, Aug. 3. PHILADELPHIA-MANCHESTER LINE (for Man-chester)—Manch. Port, ahi. July 2; Manch. Com-merce, abt. July, 16; Manch. Corporation, abt. July

PHILADELPHIA-TRANSATLANTIC LINE (for Loudon)—Eagle Point, abt. June 33; Crown Point, abt. July 30.

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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.-Continued from page 30 See notice at hand of page 29.

*RED STAR LINE (for Antwerp)-Menominee, June 24; Marquette, July 8; Maoitou, July 22; Samiand, Aug. 5. SCANDINAVIAN-AMERICAN LINE (for Christiani and Copenhagen) -- Kentucky, abt. June 23. UNITED FRUIT CO. (for Port Antonio and Jamaica - Every Thursday, 10 a. m.

From Boston, Mass.

*ALLAN LINE (for Glasgow)— Numidian, June 24; Parislan, July 8.

*CUNARD LINE (for Liverpool)—Saxonia, June 21; Ivernia, July 5; Saxonia, July 19; Ivernia, Aug. 2 HAMBURG-AMERICAN LINE (for Hamburg)-Bul garia, abt. June 28; Nicomedia, abt. July 11; Bosnia, abt. July 25.

HAVANA LINE (for Havana)-Rheingraf, abt. June

HOLLAND-AMERICA LINE (for Rotterdam)-Gor-redyk, July 1; Andyk, July 22; Gorredyk, Aug. 16. LEYLAND LINE (for London)—See Wilson & Furness Leyland Line. LEYLAND LINE (for Liverpool)—Winifredian, June 18; Canadiao, June 22; Bohemiau, June 29

LEYLAND LINE (for Manchester)-Iberian, June 18; Bostonian, July 2. NAVIGAZIONE GENERALE ITALIANA (for Genoa Naples and Palermo)—Campania, June 25; Lario. July 23; Campaoia, Aug. 20.

*RED STAR LINE (for Antwerp)-Menominee, June 17; Marquette, July 1; Manitou, July 15; Menomi-

nce, July 29. SCANDINAVIAN-AMERICAN LINE (for Christiania and Copenhagen)—Peonsylvania, abt. June 30; A Steamer, July 40.

UNITED PRUIT CO. (for Port Antonio, Jamaica)-Steamer every Wednesday, 10 a. m. UNITED PRUIT CO. (for Port Limoo) - Steamer

WARREN LINE (for Liverpool)-Sagarnore, June 25: *WHITE STAR LINE (for Gibraltar, Genoa and Naples)-Romanic, June 23; Canopic, July 23. *WHITE STAR LINE (for Liverpool)- Zeeland, June 28.

WILSON'S & PURNESS-LEYLAND LINE (for London)—Lancastrian, June 17; Anglian, July L WILSON LINE (for Ifull)-Gabileo, abt. June 20; Toronto, abt. July 27.

From Baltimore, Md.

ATLANTIC TRANSPORT LINE (for London)-Mobile, abt. June 18; Mackinaw, abt. July 2. BLUE CROSS LINE (for Havre) --

*HAMBURG-AMERICAN LINE (for Hamburg) Bethania, abt. June 23; Bulgaria, abt. July 1 Nicomedia, abt. July 22.

JOHNSTON LINE (for Liverpool) -- Ulstermore, abt. June 20; Vedamore, abt. July 4. LORD LINE (for Bellast and Dublin) --

NEPTUNE LINE (for Rotterdam) - Socsidyk, June 18: Maartensdyk, July 9; Amsteldyk, July 23; Socsi Maartensdyk, dyk, Aug. 6.

*NORTH GERMAN LLOYD (for Ilrenien) -Witte kind, June 18, Rhein, June 29; Koeln, July 6, Cassel, July 13; Main, July 27; Brandenburg. Casses, Aug. 3.

SCANDINAVIAN-AMERICAN LINE (for Christiania and Copenhagen)—Kentucy, abt. Inn. 10 RED STAR LINE (for Antwerp) -- Mobile, abt. June 18; Mackman, abt. July 2. UNITED FRUIT CO. (for Port Antonio) -A Steamer

From Norfolk and Newport News

CHESAPEAKE & OHIO S. S. CO., LTD. IVirgiola Line)—West Point, abt. June 30: Montauk Point, abt. July 20 (for Liverpool); Powbaran, abt. July 15 (for London). DONALDSON LINE (for Glasgow) Almora, aht HAMBURG-AMERICAN LINE (Inc Hamburg)-

HOLLAND-AMERICA LINE (for Amsterdam and Rotterdam) Societyk, June 22; Maartensdyk, July 13, Amsteldyk, July 27.

NORWAY-MEXICO GULF LINE (for Havana, Pure Meaico, and Vera Cruz)-Nornega, July 10; Mexico, and Ver. Steamer, Aug. ro.

From Galveston, Tex.

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CASTLE LINE (for Antwerp)-A Steamer, July load-AUSTRO-AMERICANA LINE (for Barcelona, Venice, BOOTH LINE (for Liverpool)-

CREOLE LINE (for Barcelona, Genea, Leghorn and HAMBURG-AMERICAN LINE (for Hamburg)-Albano, abt. July 10.

HARRISON LINE (for Liverpool)—Senator, abt. NEW YORK and PORTO RICO S. S. CO. (for Porto

NORTH GERMAN LLOYD S. S. CO. (for liremen)-NORWAY-MEXICO GULF LINE (for Stavanger, Christiania, Copenhages and Gothenburg)—Texas, abt. July 10; Noruega, abt. Aug. 10.

abt. July 10; Noruega, abt. Aug. 10.

SOUTHERN S. S. and IMPORTING CO. Ifor Frontera)—Sturr. Disa, abt. June 17, 27; July 7, 17 and 27. TEXAS-MEXICO LINE (for Bilbao and Pasages)-UNITED STEAMSHIP LINE (for Havana)-Steamer

UNITED STEAMSHIP LINE Hor Santiago de Culus)
---Steamer 10th and 25th of each month. UNITED STEAMSHIP LINE (for Matanzas)-Steamer Galveston, 1st of each mooth.

Steamer Galveston, 1st of each mooth.

UNITED STEAMSHIP LINE (for Marzanillo and Gienlusgoo)—Heint Blanherz, 281b of each mooth.

UNITED STEAMSHIP LINE (for Kingston)—Stort Progress, 10th of each mouth.

WOLVIN LINE (for Tampieso, Vera Cruz and Puerto Mexico)—Steamer 8th, 15th and 25th of each month, from Texa Citz.

From New Orleans, La.

ATLANTIC AND MEXICAN GULF LINE (for Vera AUSTRO-AMERICANA (for Cadiz, Barcelona, Mar-seilles, Venice, Finme and Trieste)—Irene, abi. Juoc 24; Glulia, abt. July 8; Emilia, abt. July 28. BECKER'S CRECLE LINE (for Marseilles, Genoa, etc.)—Delphine, alst. June 26; Citta di Palermo, abt. June 28.

COMPAGNIE GENERALE TRANSATLANTIQUE (lor Havre and Bordeaux)-Virginie, abt. Jone as; Honduras, abt. July 7.

POLCH-PINILLOS LINE (for Operto and Barcelona)
-A Steamer, abt. June 25; Martio Saenz, late GANS STEAMSHIP LINE (lor Rotterdam)—Tapton, abt. June 20: Swaledaic, abt. June 30; Sikh, abt. July 10; A Steamer July 25.

MEDUNG-AMERICAN LINE (for Hashburg) Alster, abt. June 20; Dortmund, abt. July 1. RRISON LINE (for Hashburg) ARISON Line (for Hash HAMBURG-AMERICAN HARRISON LINE (for Liverpool)—Mechanician, abt. June 30; Musician, abt. July 18; Commodore, abt. July 18; Professor, abt. July 25.

July 10; Professor, ant. July 25; HEAD LINE (for Belfast and Dublin)—Ramore Head, abt. June 25; Howth Head, abt. July 30. LA COTONERA LINE (for Genes)—Milton, LAMPORT & HOLT LINE (for Antwerp)—Milton, abt. Jone 26; Virgil, abt. July 15; Chaucer, abt.

July 30. LEYLAND LINE (for London and Antwerp)—Colon ian, aht. Juse jo; Kingatonian, aht. July 15. LEYLAND LINE (for Liverpool)—Median, June 20; Jamaican, aht. June 28; Lalifornian, aht. July 10; Axian, aht. July 20. Mexican, aht. July 20.

LEYLAND LINE (for flavre and Bremeu)-Alexandrian, abt. July 3; Indian, abt. July 30.

MACLAY-PRENTICE LINE (for Glasgow)-MORGAN LINE (for Havana) Every Tuesday NEW YORK & PORTO RICO S. S. CO. (for Porto Rico)—Arkadia, June 32; A Steamer, July 3, 14

NORWAY MEXICO GULF LINE (for Stavanger, Christiania, Gothenhurg and Copenhagen)—Texas, abt. July 15; Noruega, abt. 2012, 15.

PIERCE'S CREOLE LINE (for Barcelona, Genoa and Naples) -- Italia, abt. July 25. PINILLOS LINE (see Folsch Line). SOUTH ATLANTIC S. S. CO. Steamers loading for Hamburg, Rotterdam, Hull, London, Autwerp and

UNITED FRUIT CO. (for Belize, Pto Barrios, P.

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VOGEMAN LINE—Steamers ldg for Rotterdam-Cette. Algiers, Actwerp and Bordeaux.
WOLVIN LINE (for Tampics, Vera Cruz and Puerto Mexico)—A Steamer, 10th, 20th and 20th ol cach



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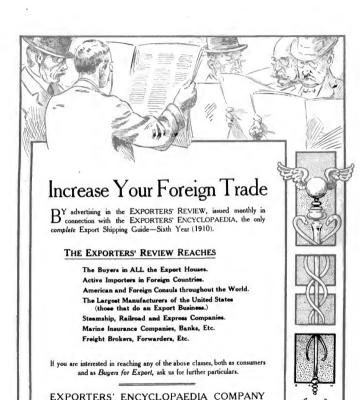
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		Ch	de	Aire	la	Tags	15	Ore	ba
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OUTHAMPTON Arr	Mon.	- 41	17	**	31	**	14	**	28

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	Araguaya	Omitted	Amazon	Omilied
SOUTHAMPTON	Sept. 30	Oct. 7	Oct. 14	Oct. 21
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Suenos Ayres	** 22	30	· 5	* 18

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No. 5





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CHARLES PIGOTT - - - President and Tressurer

NEW YORK, SEPTEMBER 15, 1910.

MANUFACTURERS' EXPORT ASSOCIATION

THE formation of the American Manufacturers' Export Association has been heralded in the daily press and the array of names in the directorate shows that several large American manufacturers are represented. Such an association can be of great aid in increasing the export commerce of the country, as the membership is restricted to bona fide foreign managers and export sales managers of manfacturing concerns.

Questions of packing, salesmanship, banking and shipping facilities will be discussed at the meetings and no doubt some difficult problems of foreign trade will be solved through such discussions. It is not likely that "ship subsidy" sentiment will get much encouragement from this association, as the practical men in its membership are well aware of the fact that there is no lack of shipping facilities from the United States to foreign countries, nor will the well worn fallacy of higher freight rates from this country than from Europe receive much credence from these experienced export shipners.

LATIN-AMERICAN SHOE INDUSTRY

In a monograph on the shoe and leather trade in Latin-America, issued by the Bureau of Manufactures, it is stated that the shoe manufacturing industry in South America, especially in Brazil, Argentina and Chile has made greater progress during the last eight or ten years than has almost any other industry. An important factor in this advancement has been the installation of American machinery.

In most Latin-American countries the domestic factories are now able to supply the demand for the medium and lower grades of shoes, restricting the market for American goods to the higher grades. This development of the domestic industries, however, has increased the market for American leathers, etc.

OUR FOREIGN BANKING FACILITIES

THE export trade of America, particularly in manufactured goods, is growing with a rapidity that is almost beyond belief. We are still behind Europe, however, in the matter of extending credit to our foreign customers and, until we are willing to accommodate them in this direction, we can only hope to sell them goods when they are actually better for the price than those offered by others who extend credit.

The American manufacturer naturally looks to his banker to help him in matters of this kind, but he finds the latter usually so busy with home investments that he gets little encouragement where foreign business is concerned. Not so with the British or Germans, whose banks are scattered all over the world. They will accept business of this kind gladly. This gives the British and German shippers a great advantage in foreign markets.

Despite the lack of American banks abroad it is not so difficult to arrange foreign credits as many bankers and manufacturers suppose. The agencies of foreign banks in New York are in a position to collect money against consignments in most countries of the world. The endorsement of the bank with which an American manufacturer does business will enable the latter to obtain practically the same accommodation from these foreign bank agencies as is granted to the manufacturers in Europe. Until American banks are established abroad it will be necessary to transact the business through these foreign bank agencies and it would be to the advantage of the American banker and manufacturer to become better acquainted with the facilities that now exist. It would also be good business for the foreign bank agencies to advertise their facilities to the export shippers of this country, and we offer the advertising columns of the Exporters' Review for this purpose.

A VALUABLE SUGGESTION

WE wish to call the special attention of our subscribers to the information given in the Review showing the proposed sailings of ocean steamers from United States ports. Users of our Exporters' Encyclopacdia should consult this information for the purpose of confirming or correcting the statements in the Encyclopacdia. The list of sailings, compiled as it is with extreme care each month, can be relied upon in a much greater degree than can the general statements made in the book. It also gives shippers a clearer idea of the itineraries of the various lines, where several ports are called at. Subscribers should keep the Review on file in order to lave this information handy. INCREASE IN MANUACATURED EXPORTS.

I T is gratifying to note the large share which manufactured goods nowadays form of the total value of our export trade. It shows that whereas formerly we sold little except the surplus products of our soil to foreign countries we are now successfully competing with the great "factory" nations of Europe in supplying finished products in which the element of high-neighbor futures.

Foreign Markets for American Cotton Textiles

The following address was delivered by Mr. C. A. Green, Manager of the Foreign Department of R. G. Dan & Co., the well known Commercial Agency, at the 89th semi-annual meeting of the National Association of Cotton Manufacturers, held at the Hotel Wentworth, Portsmouth, N. H., September 15-17, 1910, and was furnished to the Exporters' Review by Secretary Woodbury of the Association.



NYONE who is interested in the study of world economics cannot have failed to take notice of the remarkable commercial and industrial forward movement which has taken place during the present year, and it is well nigh universal. In whichever way we look, new vitalizing

influences are seen to be at work. The impetus afforded by the union of South Africa, the availering of Turkey, the opening of Siberia, the rapid industrial development in Australia, the trade recovery in Japan, the proposed railroad construction in China, the steady growth of commercial activities in South America, are some of the instances, among the many, that might be quoted to prove the world wide character of the movement.

Capital and enterprise are doing wonders in every direction, though perhaps, very few realize the stupendous trade volume of some of these foreign markets. That of Argentine, for example, an English authority places at £130,000,000 or orughly \$69,000,000 (and the trade of the other South American republics is also growing rapidly) India by the same authority, £200,000,000 or \$1,000,000,000; Australia, £120,000,000 or \$600,000,000; South Africa, £80,000,000 or \$400,000,000; Suth Africa, £80,000,000; Suth Africa, £80,000,000,000; Suth Africa, £80,000,000; Suth Afric

Now of prime importance is the question; what share is the American manufacturer to have in the commerce of these and other countries? I think the answer can only come from the American manufacturer himself, and to my mind it depends on how much he wants, and how hard he is willing to work for it.

In considering our export trade in cotton goods, we naturally turn to China, that being the largest single market open to us; but, is it not worth while to take a broader view of the field? While we sold China \$5,850,450 duving the last fiscal year, we shipped to other markets \$14,102,041 or nearly two and one-half times as much.

Of the South American countries, the largest importers of cotton goods are Brazil, Argentina and Chile. Although Brazil now supplies two-thirds of her own requirements, not more than a dozen nations of the world import more cotton from abroad, the amount last year being about \$15,000,000; we supplied \$201,631. Yet we stand first as a buyer of Brazilian products!

Argentina imported about \$20,000,000; we supplied \$255,782. This rapidly growing and progressive country should be a grand market for our cotton products. Chile imported about \$10,000,000, of which we supplied \$955,799. Venezuela imported about \$4,000,000, of which we supplied about 6 per cent. England sells about \$5,000,000 to Colombia. We sold \$701,546 worth there during the last fiscal year. Central America, Cuba and the West Indies, Australia and Africa, are all large buyers of cotton goods, but, from other people.

Conditions are rapidly changing: we are losing our position as the great exporters of foodstuffs, and must give more attention to exporting our manufactured goods. Our facilities for the production of goods have multiplied so rapidly during the past few years, that we have overtaken our capacity for consumption, great as it is, greater than any other people on the face of the earth, and a large majority of our producers have proceeded on the apparent supposition, that there was no limit to that capacity; but, has not our trade history proved that we cannot always go ahead at high speed of production, or expect to escape reactions, and often disaster? Can we not discover some policy by which the alternate "hard times" and "boom times" may fuse into continuous "good times?" It is a problem; but I submit for your consideration the thought that our troubles as a nation come from the bad policy of placing all our eggs in one basket; the size of the basket has nothing to do with the breaking of the eggs.

We have a big country, a big population, eager to enjoy life, free spenders, but this great multitude must be fed, and we have less and less products of the soil to send abroad; it would, therefore, seem to me that we should get more of our eggs out of the big "home basket," and be less dependent on domestic conditionfor our commercial prosperity, and by building up a large foreign trade, establish the happy means, "continued good times," in place of recurring "hard times" and "boom times."

There is no question as to our ability to accomplish such a result. The official reports for the fiscal year ending June 30th, show that 45 per cent. of our entire exports were manufactured goods, which is the highest per cent. ever attained, and while there was a falling off in our exports of foodstuffs, we made a substantial gain in manufactures; \$76,800,000 againts \$75,000.

in 1908, the former high record year.

More than one-half of the goods exported were sold to England and her colonies, and why? Because we have understood the requirements of those markets better, and it has been easier. Stead in his book "The Americanization of the World" says, "Some idea of the extent to which American specialties have found their way into the English market, may be gained from the statement of an Englishman referring to the subject, who says in domestic life we have got to this. The average man rises in the morning from his New England shects, shaves with Williams soap and a Yankee safety razor, puts on his Boston boots over his socks from North Carolina, fastens his Connecticut suspenders, slips his Waltham or Waterbury watch in his pocket, and goes down to breakfast; there he congratulates his wife on the way her New York straight front corset sets off her Massachusetts blouse. and he tackles his breakfast, where he eats bread made from prairie flour, tinned oysters from Baltimore, and a little Kansas City bacon, while his wife plays with a slice of Chicago ox tongue. The children are given Quaker Oats or H. O. At the same time, he reads his morning paper printed by American machines on American paper, and possibly edited by a smart young journalist from New York City. He rushes out to catch an American fitted electric railway to the city. At his office he sits on an American swivel chair before a Michigan roll top desk, writes his letters on an American typewriter, signing them with an American fountain pen and drying them with a blotting sheet from New England; his copies are put away in a file made in Grand Rapids. At lunch time he hastily swallows (in good American style) some cold roast beef that comes from a middle west cow, and flavors it with Pittsburg pickles, followed by a few Delaware tinned peaches, and soothes his mind with a couple of Virginia cigarettes"

While I do not vouch for the entire truthfulness of all this, still if it were not for the persistent work of somebody, there could have been no basis for the statement. Some other of the world's markets may require a little more hard work than that just referred to, but

is not the prize worth it?

Foreign trade has come to be of vital necessity to every merchant, every producer, in the United States; even when such producer may not directly share in the exports. For this foreign trade offers two guarantees of a continuous spending power of the people. First: it separates our markets, distributes them geographically, so widely that the ill fortune of one community, or one section of the earth's surface, will not bring disaster to any one industry within our borders. In the second place, foreign trade taking the good and the bad times in our country, and offsetting them with the good and bad times of another is apt to produce, as a whole, a steady and increasing volume of trade, a trade which contrasts favorably with the feast and famine trade which we have too often passed through. Above all this, a large foreign trade will enable us to give constant employment to our people.

I am sure that all will agree as to the desirability of a larger foreign trade, and I know what it would mean for the cotton goods industry. More foreign markets are absolutely essential to the life of our cotton mills and if we depend on our home markets alone, the mill business is doomed, for our home market is already glutted, and stagnation abounds. This may be a somewhat extreme statement, but it is an undeniable fact, that the need for a more extended market for our textile productions exists, and it seems to me that the great safeguard for the industry lies in getting

those markets.

The extension of our export trade, and placing it on an enduring basis, requires much practical persistent work on the part of the manufacturer himself after he has decided to enter the field and after he has put his hand to the plow, there is no turning back, if he would suceed. What I mean, is illustrated by the experience of an American salesman in South America, who while having a good honest line, could secure only small orders, and not too many of them. He was hopeful for the future, believing that his small orders would be the entering wedge and he so reported to his com-pany, who replied, " go ahead; do the best you can; if you can't get large orders, take small ones; we are in South America to stay.

Our government officials seem to be alive to the needs of the manufacturers and are doing all possible to make the consular service helpful. Consuls are selected with the greatest care, every possible attention and consideration are given to their fitness to study the market possibilities of the countries to which they are sent, so that they may make intelligent reports for the use of manufacturers. Special agents are sent out by the Bureau of Manufacturers to make investigations along special lines, and for special industries. But there is still one important link missing in the chain by which we expect to secure this thing of such vast importance to our commercial life. The missing link is personal knowledge of conditions and require-

ments, gained by personal experience and observation. Few, if any, are satisfied to accept the conclusions of others on matters affecting their own business. Each believes he knows a little more about that than anyone else. The one excepton seems to be in regard to foreign trade. To this subject few give much personal study, but accept the conclusions of some one, who, however conscientious he may be, cannot, from lack of knowledge of all details, size up the situation and possibilities as well as the manufacturer of a given line can for himself.

Now I feel perfectly sure that many a manufacturer of textiles, if he had invested the amount of money his holiday trip to Europe this year has cost, in an investigation trip to South America, South Africa, Australia or the Orient, would have secured eminently satisfactory returns both in pleasure and profit. Many will say, "there is no use of my going to South America because I cannot speak Spanish, and it is hard to find a man that knows the language, and who also under-stands my goods." Now, I am inclined to think it is more important to fully understand the goods than the language. In all the leading business centers you will find English spoken, and you will come in contact with as fine a class of business men as are to be found anywhere, who would appreciate such visits, as proving that our manufacturers realize something of the possibilities of that part of the world and the rapid

progress being made.

success.

Not long ago, I heard the energetic director of the International Bureau of American Republics, the Hon. John Barrett, say in a public address, that too many of our people thought of the Republics south of us, as "dago lands," and did not appreciate their magnificent resources, or their marvelous development during the past few years. He was right. The days of revolutions in South America are over, their advancement along most modern lines is astonishing, even to those who have closely watched it, and I am fearful that we are letting a golden opportunity slip away from us through lack of attention, and I want to say to you in going into these countries, leave your preconceived ideas, prejudices and notions, locked in the safe at your office; leave them behind anyhow; don't cart them with you; they will spoil your trip; go with an open mind.

Farther away there are two great markets, Australia and South Africa. In the first you find tastes and ideas so like those of our own that one almost forgets he is so far from home until he finds (being on the other side of the equator), that Christmas comes in midsummer, and 4th of July in the winter. Then there are the vast markets of the Orient, especially that of China, in regard to which there are so many conflicting opinions; what more can be said about them? Only this: the fact is that we are falling behind there, and unless some improved sales methods are employed, the outlook is not promising. A consul who has been in the field for the past ten years urges the manufacturers of cotton goods to get closer to the buyers and make arrangements for quicker deliveries. The Chinese buyers must now take goods that have passed through two or three hands; each has made a profit, and the merchant in the interior, the final distributor, finds costs too high for successful competition. It does not necessarily follow, that because things have been done in a certain way for years, that a better plan cannot be found to meet new conditions. This personal study of markets is no new, untried plan; it is what the export manufacturers of Europe have been doing for years and it has been an important factor in their

There has been much controversy over the best methods for securing trade in foreign countries. Some will tell you that the only way is to place the selling of your goods abroad in the hands of the export commission house, because they have been dealing in certain markets many years; others that you can only succed by placing your agency with some local house, their own of course being the best for the purpose; others again that you should te up with some manufacturer's agent, who will very likely tell you be can sell all the trade if you will give him a commission on all sales from his country, and a liberal sum for expenses.

Now, each of these plans has some advantages, and disadvantages, also. The export commission house is an important factor in the trade, and has done much for the upbuilding of American commerce. They have their place, and cannot be overlooked; they are a convenience to both buyer and seller. The local house that takes an agency in good faith is also a valuable aid in securing trade, providing always that the good faith is assured. Arrangements of this kind are frequently made with little or no knowledge of the party, the manufacturer overlooking the fact that his own reputation in that market depends very largely on the character, standing and reputation of the house that represents him. Such agencies should never be given except after a careful investigation has been made, not only as to financial responsibility, but facilities to handle goods. I have known of cases where agencies for American lines have been taken for the sole purpose of bottling them up, and keeping them out of the market as competitors of similar goods already introduced from some other country, and sometimes handled by the same house.

I do not wish to convey the impression that there are not throughly trustworthy agents to be found in foreign markets, for there are just as good people to trade with outside the United States as in it. We have no monopoly of commercial morality, but I do wish to impress the fact that the same care and caution should be exercised in the foreign trade, as in the domestic, and the means of protection made use of. The manufacturer's agent, as a rule, is ready to take on any line, and it does not seem to matter to him whether he has any knowledge of the goods or not. He is usually willing to handle anything from locomotives to piece goods.

Good use can, however, be made of all the methods of making sales, after one has secured proper information in regard to the needs, requirements and conditions of the various markets. The most effective way to do this is, as I have mentioned before, by personal investigation. Go yourself, or send your best man; not of necessity your most efficient domestic salesman, but your most observant and diplomatic man. Then be persistent. It sounds well to shout "trade follows the flag," but it is more practical to realize that trade follows persistent efforts. My investigations lead me to believe that our manufacturers can meet all the conditions of foreign trade if they earnestly set about it.

One of the great obstacles in the way of our more rapid advance abroad has been our adherence to the antiquated system of cash in advance. It is safe, to be sure, but not in accord with the modern science of business. No one questions the importance of credit in domestic trade, yet for the foreign they will say. "we must have the cash before we let the goods out of

our hands," Cash is certainly very desirable, and you can get it, if you have something to sell that the foreign buyer must have, and cannot get elsewhere, attitude of the American manufacturer towards the foreign merchant is commented upon all over the world, and loses to us millions of trade annually. Without credit the present business of the world could not be transacted; not all the gold taken from the earth could perform its service. It constructs railways and steamships, opens mines, improves farms, builds houses, factories and cotton mills. It has been called the "Soul of Commerce." It is estimated that from 90 to 95 per cent, of the world's business is transacted on credit: vet we have been trying to extend our foreign trade with little attention to this important factor. It is a matter worthy of the most serious consideration by our business men. We know that the manufacturers of Europe have built up their trade by systematic work, and fair treatment in regard to selling terms. Why should we not do the same? We, as a nation. are seeking to enter the markets of the world, and if we are to secure any large portion of the trade, and it is the large portion we should have in mind, we must be willing to treat the reliable merchants in these markets with the same consideration that the same class receives in the domestic trade.

It is sometimes said that it is impossible to meet the credit terms of our European competitors. With this I do not agree; it may not be desirable, or wise, to make as long terms as those given by some European concerns, but it is possible for us to meet the reasonable requirements of the trade. As accurate, and as prompt, credit information is obtainable here as there, and the American credit man is as competent to decide from the facts at hand, but still many look with fear and trembling at the question of credits outside of the United States.

It is quite possible that the majority of the manufacturers and selling agents of textiles have been so absorbed with domestic conditions, that they do not realize the importance of the work that has been quietly going on for the past few years which makes it possible for them to trade with the world with salety. They may not be aware of the fact that a reliable American Mercantile Agency has branches and connections in all the commercial centers of the world, and that through these brances and connections, the same detailed information in regard to foreign merchants can be obtained that they are accustomed to base their action on in the home trade. If the required data does not happen to be on file in New York, it is only a question of mail or cable.

The proper use of these facilities, and the improved banking arrangements under which drafts on merchants in any part of the world may be easily handled. make it possible for our manufacturers to stand on an equal footing with those of Europe, in spite of their being longer in the field. The extension of credit is not advisable, however, in countries where speculative conditions render high rates of interest necessary. There are markets enough where trade conditions are as normal, and credits as safe, as they are here at home, and it is in these markets that we should seek to extend our trade, by legitimate extension of credit on safe and conservative lines. Success in the foreign field then becomes a simple problem of salesmanship. The same care and attention that brings success at home, will accomplish the same result abroad,



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Consignee Must Pay Consular Invoice Charges

The following decision as to who should pay the Consular charges on a "C. I. F. Destination" sale was recently made by the New York Journal of Commerce, the recognized commercial daily of the United States:

When a sale of goods is made and there is no stipulation at all as to who shall bear the expense of carrying them to the buyer every item of this expense falls upon the latter; the seller in that case does his duty by simply selecting the goods out of the mass belonging to him, setting them aside in his own store or warehouse and giving the buyer permission to enter and take them away. Accordingly, when there are any provisions in the contract putting upon the seller any part of the expense of carriage and delivery, such provisions are to be strictly construed and the seller is to be required to pay nothing more than he has expressly agreed to pay. If the goods are sold c. i. f. the seller must supply the goods themselves (c); he must insure them to their destination (i), and he must pay the freight upon them (f). All other expenses of whatever kind must be horne by the huver. as would have been the case if the seller had not undertaken to pay the freight and insurance. Of course, if there is a custom of the trade requiring the seller to hear any expense which he has not expressly taken upon himself this custom will prevail; but there is no other ground upon which the cost of the consular invoice can be put upon a seller of goods when the terms of sale are c. i. f.'

Philadelphia Announces Two New Steamship Lines

Philadelphia's development as a port, due to the deepening of the channel to the sea and the furnishing of better pier facilities for ocean liners, is emphasized by the announcement that this month will see the establishment of two new steamship services from that port. One will be to France, and the other to Central America and Panama.

The new French service will be operated by the Cosmopolitan Steamship Line, while the Central American service. which will be known as the Tussco Line, will be under the management of J. A. McCarthy, who is also agent for the Cosmopolitan Line. The Tussco Line will issue hills of lading to ports on the Pacific coast and to China, Japan and the Philippine Islands. Connection will be made at Panama with steamships touching regularly at the Isthmus and bound for Central and South American ports.

Alfred H. Post Re-enters Forwarding Business

Mr. Alfred H. Post, until recently president of the well known forwarding concern of Alfred H. Post & Co., Inc., founded in 1896, has formed a connection with the hanking house of Henry Bischoff & Co., 287 Broadway, New York and has established offices at 290 Broadway, adjoining those of the Post-American Forwarding Co., in which Mr. Post has a large interest. Mr. Wedemann, formerly manager of the Hamburg office of Alfred H. Post & Co., has accepted a position with the new combination. Mr. Post intends, as before, to carry on an export and import forwarding business, paying special attention to trans-Pacific traffic, in which he was the pioneer, and will also devote much attention to the financing and collection of export accounts through the agency of his new banking connections.

Our Small Cotton Goods Trade with South America

The Department of Commerce and Labor has a commercial agent traveling through South America investigating the cotton goods industry. The results of his investigations in Argentina, Uruguay and Paraguay have just been published in a monograph, "Cotton Goods in Latin-America, Part 111," by the Bureau of Manufactures. These countries purchase over \$20,000,000 worth of cotton goods every year, but buy less than \$300,000 worth from the United States, although in this trade the United States has the advantage of lower freight rates than are given European countries. The chief obstacle to larger sales seems to be the failure of American manufacturers and exporters to conform closely to the requirements of the market. The principal reason assigned for the comparatively small sales of American cotton goods in Argentina, which include scarcely anything beyond cotton bags, yarn and duck, is the fact that the import trade is controlled by a few big foreign houses, who have long estab lished connections with European firms, and in many cases are practically exporters' agents, and therefore not interested in American cottons except when they cannot obtain goods of the same quality as cheaply elsewhere.

Progress of Japan's Steel Works

The Japanese Imperial Government steel works at Wakamatsu are now equipped with three blast furnaces, each of a daily capacity of 150 tons. The works also comprise one crucible steel plant, two blooming mills, 13 rolling mills. one wire mill, and bolt and nut, tire, shrapnel, and flat and corrugated sheet plants. The boiler equipment consists of 200 boilers, and the steam engines in actual use develop over 100,000 h.p. From 7,500 to 10,000 hands are employed, including those who work in the collieries. Work progressed throughout last year on the private undertaking at Muroran in the Hokkaido, where a large steel works, known as the Nippon Seikosho, is being erected, and it is hoped that the plant will be in full operation by next autumn. The experimental blast furnace which was erected in the neighborhood of the Nippon Seikosho to make pig iron from the iron sands located at Volcano Bay has not proved a success.

Another New Forwarding Concern in the Field

Announcement is made of the formation of the Universal Shipping Company, with the following officers: Ronald D. White, president and treasurer; J. I. Kilhridge, vice-president and Frank B. Smith, secretary. The company will engage in import and export forwarding, with offices at 215 Dearborn Street, Chicago and agencies at other prominent cities throughout the world Austin Baldwin & Co., 19 Pearl St., New York and 84 State St., Boston are the Eastern representatives of the new concern. The first two mentioned officers of the company were formerly connected with the Trans-Continental Freight Co., which has turned over its import and Custom House business to the new corporation Mr. Smith, the secretary, who was for several years, and until recently, the traffic manager of the International Forwarding Co., of Chicago, will devote his attention to the export end of the husiness, a feature of which will be the handling of machinery and merchandise for the Far East, by way of Chicago and Pacific Coast ports. The advt. of the Universal Shipping Co. will be found on page 30 of this issue, in conjunction with that of Austin Baldwin & Co.

SOUTH AND CENTRAL AMERICA, ETC.

Still Another New Service for Cuba

The Royal Mail Steam Packet Company announces a new weekly service, to be inaugurated October 8, between New York and Antilla (Nipe Bay), Cuba.

Each alternate sailing will include a call at Bermuda, while the ship leaving in the intervening week will proceed will proceed to Jamaica. Colon and other West Indian ports, the return to Jamaica. Colon and other West Indian ports, the return Trent will be the first steamer to run in the new service, to be followed by steamers Tagus, Oruba, Clyde, Magdalena and Atrato. The Royal Mail Steam Packet Co. has secured a contract from the Cuba Railroad Co. to handle all the import and export traffic of that road, and will issue through bills of lading to and from any point on the system, which extends through the center of the Island from Santa Clara to Nipe Bay, with branches to Santiago de Cuba, etc.

Americans to Build Railroad in Honduras

The first portion (forty-seven miles) of the Omoa-Maccuasizo Railroad in Honduras has been decided upon and building will commence at once. It is entirely and exclusively an American enterprise from first to last, and all the engineers, contractors and skilled labor, as well as all the material for the main and branch lines and the dredging and wharf outfits, will come from the United States. It will open up one of the richest countries in the world in natural resources—agricultural and timber lands—and also reaches valuable gold and iron mines.

Steamer Equipped as a Commercial Museum

The Norwegian steamer Hornelen, which recently arrived ear at San Francisco from Chile and Peru, is doing good work along the South American coast. W. R. Grace & Co., who have the vessel chartered, have fitted up a sort of commercial museum on the upper deck. Three large rooms are devoted museum on the typer deck. Three large rooms are devoted horner of the property of the proper

Increased Business with Porto Rico

Porto Rico is one of Uncle Sam's best customers, according to government statistical experts. Last year goods shipped into the island from this country aggregated about \$20,000,000. The island's trade in 1910 was \$68,595,074, as

compared with \$17,502,003 in 1901.

New Montevideo Harbor Works Planned

The "Diario Oficial" of and July publishes the text of a Bill providing for the carrying out of extensive works in the harbor of Montevideo. The work will include the recretion of administrative offices, a building for the accommodation of passengers, and warchouses; the provision of cranes, including a floating crane, drainage and water supply works, electric light and motive power, and dock railway lines; the construction of quays, breakwaters and dry docks, and the carrying out of dredging operations. Under the terms of the Bill the executive authorities are empowered to expend for the above purposes a sum of 13,200,000 pesos (about 314,040,000).

Tenders for Public Improvements in Chile

In the course of a long report on the position and prospects of Chile, Mr. Percy F. Martin our special correspondent, deals with the work which is being done by the Government in the direction of improving the habors of Chile. He says:

"The amount of the vote for the harbor works is £3,000,000, and in addition to this there are in hand new docks and a harbor at Talcahuano. Among the tenders received are the following: Sir John Jackson, Ltd., who are now engaged in constructing for the Government the Arica La Paz Railway, for £980,000, and a period of four years; S. Pearson and Son, Ltd., the contractors who built the port works at Salina Cruz and Puerto Mexico, who tendered for (1) 14.610,700dols., and (2) 13.474,400dols., period five years: Luis Lagarrigue and Co., (1) 9,949,587dols., and (2) 9,649,587 dols., and a period of five years: Ph. Holzmann and Co., for (1) 13,450,000dols., and (2) 12,270,000dols., period five years: Allard Delius Silland and Weriot, for 12,710,000 dols., period 41/2 years; and the Societe Franco-Holandesa de Construcciones de Trabajos Publicas, for (1) 11,100,000 dols., and (2) 11,350,000 dols. All these hids are in Chilean gold dollars, equal to about 36 cents U.S. gold.

"There are also the San Antonio Port Works, which will be calling for tenders, and involving the expenditure of £1,200,000; and the Rucapequen Railway, from that place to Tome and Penco, which will probably mean a further heavy outlay. You see, therefore, that Chile is entering upon an era of exceptional activity, and the works in hand, as an era of exceptional activity, and the works in hand, as national character."

New Uruguavian Tariff Proposed

The draft of a new Customs Tariff for Uruguay has recently been submitted to the Chambers by the President of the Republic. The object of the proposed revision of the Republic. The object of the proposed revision of the tariff classification and of the present system of valuation, all goods which are at the present rated ad vulorem having values assigned to them in the draft Tariff with duties corresponding to certain percent-axees of those values.

The proposed changes include reductions of duty in some directions, balanced by increases of duty in other directions.

Lloyd Brazileiro May Get Amazon River Fleet

It is reported that negotiations are in progress with the Lloyd Brazileiro for the purchase of the fleet and business of the Amazon Steam Navigation Company which maintains services on the Amazon condany's concession, which expired July 31, have been invited by the Brazilian Minister of Public Works, and as the Government has a large interest in the Lloyd Brazileiro, it is thought that the concession will be granted to that company.

The Amazon Steam Navigation Company was formed in 1872, and its contract with the Brazilian Government provided for an annual subsidy of 321,49,872 reis. The fleet consists of 33 steamships and 2 tugs, which carry passegrand freight traffic on the Amazon and some twelve of its tributaries.

EUROPE-GREAT BRITAIN AND THE CONTINENT

New Direct Line to Norway Assured

The Norwegian-American Steamship Line has been established at Christiania with a capital of 10,000,000 krone (88,80,000). The directors of the new line were authorized to (88,80,000). The directors of the new line were authorized to purchase for 4,790,000 kroner (81,330,000) the steamship Kaiser Friedrich, of Hamburg, which will be re-named the Leif-Erikson. Engebreth H. Hobe, the Norwegian Consul at St. Paul, Minn, was elected one of the directors, and six other necrons from America are on the board of advisors.

The scheme for a direct steamship line between Norway and the United States has been under advisement for a long time. It was originally the intention to have Sweden and Denmark share in the financing and management of the line, but that plan was abandoned. The creation of the new combination may be taken as an indication of an unusual increase of smigration from Scandinavia to the United States.

Canadian Lines to Increase Their Fleets

It is reported that the existing agreement between the Allan Line and the Canadian Pacific Railway Company for carrying the Canadian-European mails will not be renewed and the Allan people propose to have three new ships ready in 1913, when the mail contract expires, so that they will be in a position to carry all the transatlantic mail in their own vessels. The new steamers will be each 700 feet in length, of 20,000 tons register and will have a speed of 22 knots. They will have turbine engines.

It is stated that the Canadian Pacific will also increase its fleet by two fast liners.

Russian Railroad Plans Decided Upon

The Ministerial Committee formed to investigate the question of railway construction in Russia during the years 1911, 1912 and 1913, have decided that preference shall be given to the construction of the following sections during 1911—Ermolov-Nijni-Novgorod (including a bridge across the Oka); Nijni Novgorod-Alatyy-Simbirak; Simbirak-Kinel; Moctourov-Tsarev, Kokchais-Crenburg: Orneburg-Orsk, Nicol-Kozelsk-Uma; Petropavlovsk-Akmolinsk-Spassk; Barnaul-Yourgs; Toulont-Ust-Koselsk-Uma;

American Wheat to Make up French Shortage

On account of the heavy movement of wheat to France, because of the short crop there, the Altanic Transport Line steamers, sailing from Philadelphia to London, will call at all have on the outward trip during the next few months. The Cosmopolitan Line has also put on a regular service from Philadelphia to Havre, which it is expected will be maintained by the company, in addition to its other European noorts of call.

Awards for Americans at Brussels Exposition

The list of awards to exhibitors at the Brussels Exposition, which, it was feared, had been lost in the fire which super a large portion of the Exposition, Aug. 14, is still available, and exhibitors will receive their prizes. The Commissioner General of the exhibition, fearing accidents, had a complete duplicate list, which he kept at his residence. Among the awards to Americans granted by the international jury of the Exposition, are two grand prizes, nine dipplomas of honor, nineteen gold, seventeen silver and seventeen bronze medals and five awards of honorable mention.

American Bank Would Help Commerce with Russia

The establishment of an American banking institution in Russia is being seriously considered and it is understood that inquiries as to the demand for such an institution, as well as its chances for success, have been made by American commercial interests in Russia and Siberia. The cotton trade between American growers and Russian mill owners alone, it is stated, could be increased to a hundred million dollars a year, nearly double what it is now, with the aid of an American-owned and managed banking house to finance the transactions which are now negotiated through Berlin or Paris.

Such an institution would not be limited to ordinary banking transactions. The financing of the government, railroads, municipalities and the development of the natural resources of Russia would be undertaken. One of the plans advanced is to make an alliance with an established Russian financial house in order to insure local confidence and combine with it American capital and methods. The same group of men which has been looking favorably towards the establishment of a chain of Pan-American banks in South America is understood to be investigating the possibilities of the situation.

Foreign Commerce of Great Britain Last Year

The total imports into the United Kingdom in 1999, according to the "Blue Book" just issued, amounted to £624,704,871. The amount coming from British possessions, including protectorates, was £145,231,99, and from foreign countries £479,433,018. Exports amounted to £469,825,166, of which £331,633,348 was sent to foreign countries and £127,871,823 to British possessions (including protectorates). In 1906 the imports were £599,825,487, of which £513,8790 remained in the United Kingdom, while the total coming from British et al. (1998) and the first first

The imports from the United States fell off by many millions—from £125,006,813 in 1908, to £118,333,893 last year while, on the contrary, Britain's exports across the Atlantic rose nearly seventeen millions from £42,506,848 in 1908, to £92,243,166.

Italy Will Need Electric Locomotives

In order to cope with the great increase of traffic on the Milan-Varese electric railway, and in order that some of the heavy trains now worked by steam may be run by electric traction, the Minister of Public Works has decided tha arrangements shall be made for the purchase of an adequate number of new electric locomotives.

Plans for Electrification of English Railways

The Great Central, Lancashire & Vorkshire and London & North Western Railway companies are about to start an elaborate service of motor trains on many of their lines radiating round Manchester for ten or twelve miles or so, dozens of towns or surburbs being tapped in this manner. Arrangements are now in hand for carrying out this development, which will be a costly one, but according to the officials of the companies concerned will have to be done and at once in order to regain their lost suburban traffic.

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Correction Notes for the "Exporters' Encyclopaedia." SEPTEMBER, 1910.

To Users of the "Exporters' Encyclopaedia"

Unless the Encyclopaedia is kept up to date and accurate it is of little value; in fact, incorrect information is worse than none at all. These pages (15 to 17) are arranged so that they may be withdrawn from the Review without injury to the book, and handed to the Shipping Department.

The "correction notes" herewith apply only to the sixth (1910) edition.

EXPORTERS' ENCYCLOPÆDIA CO., * BROAD STREET.

Correction No. 1, September, 1910

PORTO RICO (page 573)

ROUTE 3.

Minimum bill of lading is now \$2.50.

Correction No. 2, September, 1910

BRAZIL (page 216)

Sailings are now as originally published:

For Para and Manaos-5th and 15th of each month.

For Maranham and Ceara—25th of each month.

Note.—To make the above correction, remove Correction No.

No. 1, issued June, 1910, from the Encyclopaedia.

Correction No. 1, September, 1910

PHILIPPINES (page 557)

The new form of "Certificate of Origin" for the Philippine Islands, which went into effect August 1, can be obtained from William C. Siegert, 72 Beaver St., New York, or from Albert E. Baker, Room 232, New York Custom House, at the rate of 16 for twentyfive cents, or \$1,25 for one hundred. The certificate must be arranged in triplicate, and after having been sworn to before a notary, should be presented at the Custom House for certification, for which certification there is no charge. The Custom House authorities keep two copies of the certificate, one of which is sent by them to the Collector of Customs at the port of destination, the other copy being kept on file at the Custom House here. The shipper's copy should be mailed to the consignee with the usual commercial invoices and shipping papers.

Correction No. 3, September, 1910

SHIPPING ROUTES FROM BOSTON

ROUTE 1 (page 605)

Sailings are now, Sept. 27, Oct. 25, Nov. 22, Jan. 17, Feb. 21, March 21, April 18, then every two weeks.

Note.—In making the above correction, remove Corrections No. 1 and 2, issued February and May 1910 respectively, from the Encyclopaedia.

Correction No. 1, September, 1910

VENEZUELA (page 675)

CONSULAR CHARGES

Certification of Consular Invoices up to \$200.00 in value is now \$3.50.

Correction No. 1, September, 1910

COSTA RICA (page 271)

CONSULAR REGULATIONS AND CHARGES

It is no longer necessary to take out Consular Invoices for Costa Rica, but it is advisable for shippers to state on their commercial invoices or packing lists all the details formerly required in the Consular Invoice, so that the consignee may have all the data for his Custom House entry.

Metodos de Negociar en Sud y Centro America

El siguiente articulo ha sido escrito por nuestro Corresponsal especial, a su regreso de un viage extenso en Sud y Centro America y contiene mucho que ha de interesar a los Comerciantes que trafican con las Republicas Hispano-Americanas. Nos agradaria recibir algunos puntos mas, sobre el particular, de nuestros lectores en aquellos lugares.



AS siguientes informaciones mercantiles son el resultado de sugestiones hechas al autor por personas dedicadas al comercio de importación en la América Latina y familiarizadas con los requisitos de los mercados latinoamericanos.

La expansión del estudio de la lengua inglesa facilita ciertamente las transacciones, pero no suprime la imperiosa necesidad de conocer el idioma castellano. En la mayoría de los casos la correspondencia mercantil puede verificarse en inglés, con las principales casas importadoras, porque algunos de los miembros de esas casas cuando no son ellos mismos yankis, ingleses ó alemanes poliglotas, hablan, leen v escriben el inglés, ó cuentan con empleados capaces de leerlo y de escribirlo. Pero esto no basta: lo más esencial es hacerse entender por el comprador ó la persona á quién uno se propone vender. El vendedor al menudeo generalmente sólo sabe el español, y otro tanto sucede con sus parroquianos; es, por consiguiente, preciso, para acreditar una mercancía, manifestar sus méritos en el idioma del revendedor y de sus parroquianos.

Aunque la correspondencia en inglés pueda ser eficaz, tratándose de las casas importadoras, hay muchos establecimientos importantes, particularmente en los lugares distantes de las costas, con los cuales las probabilidades favorables de realizar buenos negocios aumentarian comunicando con ellos en español. Podrán estudiar los catálogos impresos en inglés, pero los redactados en español son, bajo todos conceptos, preferibles, y las descripciones generales de las mercancias son inútiles á menos que estén en el idioma de los habitantes del país que ha de consumirlas. Los alemanes, casi invariablemente, describen en español los productos de su industria y de su comercio, sin exceptuar las regiones donde ya son tan populares como las mercaderías inglesas ó francessa.

En la introducción de mercancias desconocidas la primera diligencia que hay que hacer consiste en martricular una marsa industrial. Los reglamentos relativos á las marcas industriales no dejan de ser liberales, pero su propósito es alentar las operaciones de los comerciantes extranjeros, de lo que suele resultar que, por ejemplo, muchas aguas minerales, brevajes, y otros productos semejantes, que gozan de gran fama, bajo la protección de sus propias marcas industriales, no pueden penetrar en Sur América porque los hijos del páis ya las han matriculado localmente á fin de asegurarse el exclusivismo de algunos productors indigenas de calidad inferior.

La eficacia de los catálogos y circulares, como factores de propaganda, es dudosa, especialmente cuando son de carácter misceláneo. Algunos cónsules se esfuerzan en clasificar y mostrar los catálogos y revistas industriales y mercantiles que llegan á su poder, pero les es imposible sacar partido de todas las circulares impresas.

El mejor de los anuncios consiste, naturalmente, en la exhibición del objeto mismo, y las explicaciones verbales del encargado de hacer resultar sus ventujas así como su funcionamiento cuando se refiere á una máquina. Esto implica la muestra y la presencia del representante directo que viaja por cuenta de la casa productora.

En un intérvalo de cinco años, durante los cuales recorrimos las costas occidentales de América, notamos con verdadera satisfacción lo mucho que han adelantado los fabricantes norteamericanos en el abastecimiento de los mercados hispanoamericanos valiéndose de viajantes de comercio. En varios casos observamos que los fabricantes ó exportadores viajaban personalmente para estudiar las condiciones locales, antes de inciciar las operaciones de sus representantes. Esto nos pareció el mejor de todos los métodos posibles; pero como no siempre es factible, lo que más inmediatamente y mejor procede es el emplear agentes viajeros inteligentes. Desde luego diremos que no entraña baldón alguno para el agente viajero norteamericano el afirmar repetidamente que el vendedor más competente en los Estados Unidos de Norte-América no es siempre el que más vende en los paises extranjeros. Los requisitos más esenciales son los que caracterizan á un agente caballeroso, conocedor del castellano, y susceptible, por intuición ó por experiencia, de adaptarse á las costumbres locales. Una de las evoluciones más recientes del representante mercantil se manifiesta en la forma del agente con residencia fija en el lugar donde fomenta los intereses locales de los fabricantes. Varios de estos agentes se han establecido definitivamente en cierto número de ciudades, y todos ellos prosperan; más cada uno de ellos había adquirido de antemano una larga experiencia viajando por la América Latina, v conocía á fondo los requisitos v peculiaridades de su comercio. Estos agentes aspiran á segurarse el exclusivismo de alguna especialidad bastante extensa, pero que no exceda los límites de su actividad individual. Algunos de ellos recorren de vez en cuando ciertos territorios, y otros emplean subagentes. Aunque se remuneran con las comisiones devengadas por las ventas, á menudo disponen de capital propio que les permite aceptar las condiciones de pagos al contado ó las letras de cambio á plazo fijo impuestas por los exportadores.

Uno de los rasgos importantes del comercio con la América Latina nos es revelado por el incremento en el número de pequeños fabricantes norte-americanos que procuran aumentarlo. A estos últimos lo primero que

(Continua a la pagina 18)

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Correction No. 2, September, 1910

SHIPPING ROUTES FROM NEW ORLEANS

ROUTE 18. (page 742)

Sailings of the United Steamship Co. are now:

For Santiago de Cuba, Manzanillo and Kingston

—11th of each month.

For Matanzas and Cienfuegos-28th of each month.

Note.—In making the above correction, remove Correction No. 1, issued January, 1910, from the Encyclopaedia.

Correction No. 2. September, 1910

SHIPPING ROUTES FROM GALVESTON

ROUTE 1 (page 747)

Sailings are now:

For Havana-Ist and 15th of each month.

For Matanzas and Cienfuegos-Ist of each month.

For Santiago de Cuba, Manzanillo and Kingston

—15th of each month.

Note.—In making the above correction, remove Correction No. 1, issued January 1910, from the Encyclopaedia.

Correction No. 3 September, 1919

PARCELS POST (page 84)

The Parcels Post has been extended to Hungary on the same terms and conditions as parcels for Austria. Parcels containing prohibited importations and parcels which do not conform to the conditions as to size, weight and value will not be returned to the country of origin, but will be disposed of without recourse, in accordance with the customs laws and regulations.

Correction No. 1, September, 1910

URUGUAY (page 667)

The Consulate of Uruguay is now located at 17 Battery Place, New York—Room 1722. The office hours are from 10 A. M. to 12 M. and 1.30 P. M. to 3.30 P. M. on week days, and from 10 A. M. to 12 M. on Saturdays.

Correction No. 1, September, 1910

CUBA (page 290)

ROUTE 7.

Royal Mail Steam Packet Co.

Sanderson & Son, Agents, 22 State Street, New York.

British Steamers:

Pier 50 North River-Bethune St., New York.

Sailings:

For Nipe Bay (Antilla) every Saturday, commencing October 8, connecting for all points on the Cuba Railroad and connecting lines.

Freight and Passengers.

REGULATIONS

Same as Route 1, except that

A shipping permit must be obtained.

Company's form of receipt must be used in making delivery of goods at dock.

Company keeps three copies of the bills of lading.

No hazardous cargo is carried.

Minimum bill of lading, \$5.00.

No parcel receipts issued.

Note—Route No. 7 should be marked in at "Antilla" and
"Nije," on page 881, and at all places on the Cuba Railroad, which extends through the Island from Santa Clara
to Nipe Bay (Antilla), with branches to Santiago de
Cuba. Manzanillo. etc.—See map with this issue.

Correction No. 2, September, 1910

NICARAGUA (page 500)

Consular Invoices for Nicaragua should be signed only by Mr. Pio Bolaños, 66 Beaver Street, New York.

Note.-To make this correction, remove Correction No. 1, issued April, 1910, from the Encyclopaedia.

Continua de la pagina 16

les conviene averiguar es la mejor manera de conseguir un punto inicial de consumo para sus artefactos.

Al sur de la República del Ecuador puede decirse que la mayor parte del comercio de importación está dominado por unas diez razones sociales, de las cuales sólamente una es norteamericana pero con ramificaciones europeas. Las demás son casi todas inglesas, aunque entre ellas hay algunas alemanes de mucha importancia.

Para el fabricante que busca mercados en las costas occidentales de la América Latina este sistema ofrece ventajas y desventajas. Algunos de los comerciantes importadores sólo aceptan agencias exclusivas, mientras que otros no hacen distinciones, y trafican con todas las mercancias que se les ofrecon, pero sin esmerarse en acrecentar las ventas de alguna de ellas con más abinco que las otras. Cuando un fabricante agente comisionista norteamericano entabla relaciones con una de esas casas de primer orden no tarda en convencerse de la ventajas que reporta el entenderse directamente con comerciantes establecidos y acreditados en los mercados consumidores donde gozan de prestigio y cuya idiosincrasia mercantil conocen perfectamente. También es muy ventajoso el tratar con casas de reconocida solvencia, evitando así los riesgos de pérdidas que se corren en las ventas por conducto de casas cuvos negocios son meramente locales y cuyo capital y crédito no pasan de límites muy exiguos.

La variedad de mercancias con que comercia una sola razón social latinoamericana es con frecuencia infinita é incluye géneros, viveres, artefactos de hierro y de acero, etc. Una casa al por mayor, que no trafica con tejidos; nos ha proporcionado la siguiente lista de efectos importados de los Estados Unidos de Norte-América para los cuales encuentra fácil salida; puntas de Paris; alambre de púas; artículos de hierro galvanizado; alambre barnizado; alambre galvanizado; trementina; salmones; cuerda de heniquén; pez rubia; jamones; carretillas; balanzas; arados; cadenas; rejas de arado; manteca de puerco; tuercas y pasadores; carnes en lata; hachas; machetes; picos y mangos para picos; accite para lubricar; carnes curadas; ostras; frutas en lata; techados; arcas de caudales; duelas; travesaños de ferrocarriles; clarificadoras de azúcar. etc., etc.

Los fabricantes norteamericanos al evitar una falto incurren en otra. La costumbre de remitir á la América Latina mercancias de segunda calidad estaba tan generalizada hace pocos años que se había hecho proverbial donde quiera que se mencionaba el comercio norteamericano, lo que constituía un obstáculo grave que se oponia á su desarrollo. Por más que esta práctica funesta no haya cesado aún del todo, sin embargo ha habido un nejoramiento tan notable y una tendencia tan digna de alabanza á suministrar mercancias de excelente calidad, que ya todo motivo de censura en gran escala ha desaparecido. Pero los fabricantes morteamericanos no deben inclinarse al extremo eporesto insistiendo en suministrar artículos

superiores á los solicitados. Por regla general, puede afirmarse que lo mejor nunca cs demasiado bueno, pero, en lo tocante á la América Latina, donde las costumbres se modifican muy lentamente, y desde donde no siempre se solicita lo mejor, no debe tampoco lo mejor ser siempre suministrado.

Otra práctica que los fabricantes norteamericanos hallan difícil de eludir es la de recargar las mercancias con ganancias exorbitantes en obseguio de los intermediarios. En una gran variedad de artículos, y más particularmente en las prendas de vestir, ajuares domesticos y víveres, los vendedores viajantes ascguran que en muchos lugares las ventas aumentarian considerablemente si los precios al menudeo fuesen más módicos. Sabiendo que el intermediario recibe el ciento por ciento, le instan à que señale precios más bajos para el consumidor, asegurando que el aumento de ventas compensaria con creces la merma en el tanto por ciento de la utilidad; pero la costumbre latinoamericana ha sido siempre de hacer pocas ventas y ganar mucho, y los comerciantes de la América Latina se resisten tenazmente á trastrocar sus procedimientos.

La clase media no es muy numerosa, pero está aumentando en esos paises, y muchos articulos que consumiria abundantemente se convierten en lujo inaccesible á consecuencia de las ganancias de los revendedores.

Nada de nuevo hay que decli respecto al embalaje, pero algunas antiguas recomendaciones, advertencias y cauciones pueden ser sucintamente repetidas. Los puntos principales son sumamente sencillos. El embalaje que se usa para el comercio interior de los Estados Unidos de Norte-América no es suficiente. Las mercancias exportadas pasán por muchas manos. Hasta cuando transitan por la Estrecho y se evitan los trasbordos, es seguro que son manejadas con excesiva rudeza antes de llegar á su destino, particularmente cuando hay que transportarlas por las montañas.

El litoral occidental de la América Latina es muy borrascoso. Casi todo el flete tiene que pasar de los vapores á alijadores y botes pequeños. De enero á enero, rara vez son apacibles las aguas de los puertos donde se desembarcan las mercancias. La descarga se lleva generalmente à cabo luchando contra fuertes marejadas, y las caídas de los bultos de ocho á doce pies desde los buques hasta el interior de los alijeros ocurren frecuentemente. En los muelles el manejo de la carga es también muy rudo, cuando se verifica con grúas ó por manos inexpertas. Luego hay que volver á cargar en carros, y, para ciertas mercancias, repetir la operación de la carga, y, por último, cargarlas sobre mulos que las acarrean por estrechos caminos de herradura que apenas permiten el tránsito por escabrosas cordilleras. Lo mismo sucede cuando los cargamentos atraviesan el Istmo y cuando van por el Estrecho: tienen que pasar por los Trópicos y sufrir alli la influencia de su cálida y húmeda atmósfera y de sus propiedades destructoras para el embalaje defectuoso ó insuficiente.

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Many Articles Affected by New Japanese Tariff

Among the articles on which the Japanese import duty will be increased next July are rails, the duty on which will be raised from 8 per cent. ad valorem to about 30 per cent; the top comotives and tenders, which will be subjected to a similar increase; pipes and tubes of cast and wrought from from 10 per cent. ad valorem to specific rates ranging from 15 to 30 per cent. ad valorem; sole leather from 13 to 30 per cent. ad valorem; parafin wax, from 6 to 30 per cent. ad valorem; cent. on cent. ad valorem; cent. ot one cent. ad valorem; cent. to one cent. ad valorem; parafin wax, from 6 to 50 per cent. ad valorem; parafin supar, from a specific duty of about 10 per cent. to one of 18.2 per cent; and valorem to about 10 per cent.; and railway passenger cars, from 3 per cent. to 30 per cent, it and valorem.

Most of the articles of American export to Japan which now enjoy the old statutory tariff of Japan will pay an increased duty under the new statutory tariff of about 5 per cent. ad valorem. Among these articles are electrical machinery, wheeat, steam engines, pumping, milling, sewing, drilling and boring machines, mining machinery, steam turbines, steam boilers and hydraulic motors. In all of these the increase will be 5 per cent. ad valorem, except wheat, where it will be from 18 to 1925 per cent. ad valorem.

Plans of New Trans-Pacific Service

The traffic agreement recently made by the Western Pacific Railway with the Toyo Kisen Kaisha (Oriental Steamship Company), it is now learned, goes into effect on January 26, 1911. By that time the Japanese line will have concluded its contract with the Harriman system. Five steamers, instead of three, will be operated from San Francisco to the Orient. The new ships will be the America Maru, and a turbine steamer under construction in the vards at Nagasaki. The new turbine will be a sister ship to the Chiyo Maru and the Tenyo Maru. The traffic arrangements with the Western Pacific will be similar to the arrangement which existed with the Southern Pacific. The steamship company will have full and free interchange of traffic, both inward and outward bound. Through rates will be made from anywhere in the United States to the Orient via San Francisco.

It is expected that considerable attention will be devoted to securing cotton traffic from the Southwest via San Francisco under the new traffic arrangement. This trade can be made an important item. With the extensive system of Gould roads reaching every portion of the Southwest, the Western Pacific, with its new Oriental connection, should secure a large proportion of the traffic for supplying raw cotton to the mills of Japan.

Machinery Wanted for Ground Bone Factory

We are in receipt of a request from I. R. Mukai, 17-2 Tung-chia Ta-chich, Heimen-wai, Liao-yang, Manchuria, for information as to the manufacturers of machinery for a ground bone factory, to be established either at Liao-yang or Dairen. The factory is to have an annual capacity of rA000 tons and it is intended to produce bone glue as well as bone meal and bone grease. Manufacturers interested as bone meal and bone grease. Manufacturers interested should send their catalogs, prices, etc., direct to the inquirer, mentioning the Exporters' Review, or the information can be sent care of the American Consul at Daire.

Turkey Purchasing Much Army Equipment

Large orders have been placed during the past year by the Turkin Governmen, especially up the War Department, and genuine efforts are being made to give these orders out to open tender, and to reform the old methods. People who go to Turkey to do business must be prepared to spend a great deal of time, and to meet extremely keen and sometimes tricky competition, but there is undoubtedly good business to be done. Payments are now safe and fairly regular; the authorities are honestly desirous of getting the the best article for the price, and, if their inexperience has in several instances led them astray, they are buying experience with every order they place.

Turkey is a neutral market in which all goods compete on equal terms. The Turkish War Office has been working at high pressure during the past year to equip thoroughly at high pressure during the past year to equip thoroughly have been placed abroad for all kinds of material. Besidess guns and ammunition, woollen surmy cloth (grey and khaki) has been ordered to the amount of some 3,000,000 yards. Cotton khaki for summer wear, T-cloth for tents, boots, traveling cooking ovens, bed rugs, blankets, canvas for knap-sacks, cartridge belts, button sfor uniforms, addles, harness, leather, iron beds, swords, barbed wire, are among the other articles ordered. None of these articles are made in Turkey, and, as many of the orders must be repeated, the market is certainly worth attention.

Japan Assures Open Door Policy in Korea

The treaty between Japan and Korea, by which the Hermit Kingdom is annexed as a sovereign part of Japan, has been made public by the State Department.

The United States specifically is acquainted with the fact that the copyright and patent laws of Japan will be extended to Korea.

Independently of any conventional engagements formerly existing on the subject, the Imperial Government of Japan will for a period of ten years levy upon goods imported into Korea from foreign countries or exported from Korea to foreign countries and upon foreign vessels entering any of the open ports of Korea the same import or export duties and the same tonnage dues as under the existing schedules. The same import or export duties and tonnage dues as those to be levied upon the aforesaid goods and vessels will also for a period of ten years be applied in respect to goods imported into Korea from Japan or exported from Korea to Japan and Japanese vessels entering any of the open ports of Korea.

Opportunities for Motor Vehicles in India

The use of motor vehicles in India is becoming more and more general, there being at least 1,200 cars in use in Bombay alone. The popularity of this means of locomotion is not surprising, as distances are great, and the roads fairly good for traffic. Two kinds of vehicles are in demand, vir., the heavier types for country use and for negotiating steep gradients, and light cars for use in towns. The prospects for the sale of light cars are very good, partly on account of the lower cost and partly because there is a growing tendency to use them in preference to horset.

AFRICA CAIRO TOSTHE CAPE

Fast Steamship Service for East African Ports

The Union-Castle Steamship Company has established a regular weekly passenger and cargo service, with sailing severy four weeks, between England and British East African ports, commencing with the steamer Guelph from England September 1, via the Mediterranean and the Suez Canal to East Africa direct.

The first boat will load at Middlesbrough, London and Antwerp, calling at Southampton. Overhand passengers leaving London on September 21 will be able to join the steamer at Marseilles on the following day. Leaving Marseilles on September 22 the steamer will proceed via Naples, Port Said and Seze direct to Mombasa, which should be reached on about October 10. From Mombasa the voyage will be continued down the East African coast, with calls at the principal ports, including Zanzibar, Mozambique, Chinde and Beira, to Delagoa, Bay and Natal. The Guelph will be followed by the steamer Goth, sailing from South-hampton, October 12. Freight arrangements by the new service can be effected through Barber & Co., 11 Broadway, New York.

Direct Service Between Russia and West Africa

According to official statistics, the Russian exports to the West African countries amounted during the past year to 20,0000 rombles. The principal articles were batter and eggs. The Anglo-Russian Chamber of Commerce has under consideration the question of a direct steamship service between Baltie and Black Sea ports and South Africa.

Sao Thome Holds Record for Cocoa Production

Last year Sao Thomé, a Portuguese possession off the coast of Africa, in the Galf of Guinea, sold cacao to the value of \$9,198,398. The island is only thirty-one miles long and nineteen miles wide. Its product of the raw material of chocolate and cocoa has more than doubled in ten years. Not very long ago Sao Thomé had no influence in the world's markets, but it is now the leading producer of cacao, having wrested the primary from Ecuador, which had long held the first place. In the past ten years the production of cacao in Sao Thomé has amounted to 889,000,000.

Will Open New Port in South Africa

A contract for the construction of the first section of the short line which is to link Saldanha Bay with the Cape rallways has at last been made. This closes a long period of opposition to the opening of the new port on the Atlantic scaboard, which is said to be the finest natural habor in South Africa, and which is only 60 miles distant from Cape Town.

Equipment Needed for South African Creameries

The Transvall "Official Gazette," July 29 states that tenders are invited for the supply and delivery of certain equipment for the State creameries at Middleburg and Standerton. Tenders should be addressed to the Acting Secretary for Public Works, Box 439, Pretoria, by whom they will be received up to noon on October 5. Full particulars may be obtained from the Electrical Engineer. New Government Building, Pretoria, on payment of a deposit of \$10.00, which will be returned on receipt of a bona fide tender.

Progress of the "Cape to Cairo" Railroad

The last section of the Cape to Cairo Railway from the north—vis. From Khartoum to Wad Medani, a distance of about 100 miles—has now been open to public traffic for aix months, and the traffic during this first hall-year's working has sarpassed all expectations. The amount of produce which this new section has tapped has, in fact, been a revelation to everyone. The first month's earnings were £10,000. From most parts of the Soudan, histerto served by the railway, one or two trainloads a week would be considered good. On this new section a train every day has hardly been sufficient to carry down all the staff, chiefly dhurra (native corn), gum. and cotton.

This is the first section of the railway to get off the desert part of the Soudan and break into the edge of the land which is fertile naturally, without artificial irrigation, and if the success of this first 100 miles is any guide to the possibilities of the rest of the country to the south, it books as if the most sanguine forecasts of the future of the country, from a commercial point of view, were about to be realized very shortly.

Possibilities of Cotton Growing in Rhodesia

An expert recently dispatched to Rhodesia by the British Cotton Growing Association has returned to England, and his report is being considered by the board of the Chartered Company. He states that there are large areas of land in northern Rhodesia snitable for the cultivation of cotton, and a heavy yield of lint per acre has been obtained in the Loangwa Valley district. The average price of recent consignments of Rhodesian cotton sold in Liverpool has been about 10d per pound, while the average total cost, landed in Liverpool, has not exceeded 3d per pound.

With regard to the important question of transport. Northwestern Rhodesia is served by the Congo extension of the Rhodesia Railways, which, at a point about 250 miles north of the Victoria Falls, crosses the Kafue River, a magnificent navigable waterway, which should prove to be a valuable feeder to the railway. Several plantations have already been started near the railway and in close proximity to the river. The point where the railway crosses the Kafue is regarded as the most favorable site for the establishment of a central hydraulic baling press and power ginnery, the execution of which is now under consideration.

Business Methods on West Coast of Africa

With few exceptions, the principal trading firms in West Africa are branch houses of large European establishments. These branch houses are, in fact, distributing depots that sell by wholesale to local native or other dealers, as well as retail to the general public, and, under advice of the home firms, buy and ship such native products as the market demands. While controlled by the head offices, the establishments are under the personal management of European general agents, assisted by European and mative clerks, mostly the latter.

Increased Commerce of Moroccan Ports

According to a British consular report on the trade of Morocco, Casabhauca is far ahead of any other port in total trade, Tangier being second. Mazagan, Larache, Mogador and Saffi come next in the order named. Larache, which in 1888 had a unal trade of only £238,405, imported and exported goods to a total value of £682,413 in 1908.

CLASSIFIED ADVERTISING DEPARTMENT



This Department is an Index or Ready Reference for Buyers and Manufacturers. All the Advertisers are recommended as reliable concerns in their various lines.

The second section of the second seco



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AUSTRALIA NCLUDING HAWAII & OCEANIA

American Railroad Material for Australia

Verreiteren verreiteren verreiteren

The government owned railroads of Australia, which are among the best customers of the United States for materials and supplies, have recently placed an order with the United States Steel Products Export Co. for 25,000 tons of heavy section rails, to be shipped during the next few months. This is one of the largest single export orders placed here in some time.

New Australian Steamship Line's Plans

It is reported that a new cargo boat line is on the point of being formed in Australia, under the title of "Merchants' and Shippers' Steamship Line," for running steamers between Australian and New Zealand ports and the United States, Canada, Great Britain and the Continent of Europe. Operations are to commence with five up-to-date steamers of about 10,000 tons gross each.

To Develop Fiji Timber Resources.

Vancouver and Bellingham capitalists have undertaken the development of the hardwood timber resources of the Fiji Islands on a large scale and the project involves the establishment of a line of sailing schooners to operate between Victoria, Vancouver and Suva, carrying British Columbia fir to the islands and returning with cargoes of hardwood. A large tract of timber in the Fiji Islands, together with the largest sawmill there and its logging equipment, has already been purchased and work is to be started immediately.

White Star Line Acquires Australian Fleet

An important expansion of the White Star Line's Australian and New Zealand service has been affected by the acquisition of the control of one of its largest competitors, namely, Shaw, Savill & Albion, who operate twelve steamships aggregating 51,361 tons. This will give the White Star Line a combined tonnage of 136,039 in twenty-four steamships operating between Liverpool and ports in Australia and New Zealand.

New Boat for Canadian-Australian Line.

A contract is shortly to be placed for another steamer of the Makura type for the Canadian-Australian line, according to official advices received from Sidney. Sir James Mills, managing director of the line, said the company had decided to proceed with the construction of a new passenger steamer at once. It is expected it will be delivered in time for the passenger travel of the summer season of next year.

Details of New San Francisco-Tahiti Service

The new steamship service between San Francisco, Papeete, Raratonga, Auckland and Wellington, under subsidy of the New Zealand Government, will commence with sailing of the "Aorangi" from San Francisco on November 16, and from the other end with the departure of the "Matai" from Auckland on October 22. This service will supersede the present Wellington-Papeete service, and the time consumed each way is scheduled at 21 days.

FOREIGN TRADE OPPORTUNITIES

The following are among laguiries received by the Bureau of Manufactures of the Department of Commerce and Labor, Washington, D. C., during last month. Manufacturers interested can obtain full particulars, free of charge, by writing to the Bureau of Manufactures and referring to the number given.

1	5356	Cotton sheetings, hats and shoes West Indies	5395 5395
1	5557	Cotton and staples- West Iodies.	5401
	\$358	Dissolved Acetylene Oceanica.	5405
ı	5359	Gymnastie apparatus and athietic goods South America.	5405 5402 5408
	5360	Wood-alcohol mach- inery-Orient.	5411
ims	proveme	nis -Urnguay.	5411
king	mach Ameri	inery, filters, presses,	5414
onstr	uction-	-Europe,	5417

	5359 Gymnastie apparatus and athietic goods —South America.	540 540 540
	5360 Wood alcohol mach- inery-Orient.	541
161	Proposed improvements-Urnguay,	541
562	Wine making machinery, filters, preases, etc.—South America.	541
563	Road Construction-Europe,	541
578	Gasoline motors-Europe.	
179	Electric signs-Mexico.	
5R1	Lapel buttons - South America.	541
182		
	Pumps and windmilts Asia	548.
584	Machinery for tin-foil tubes-Europe	542
186	Representation- England or France	542

5388	Proprietary medicines Russia.
5389	Soaps Far East
5390	Supplies Egopt.
5392	Corrugated fron and steel sheets-India

5306 Electric crane Africa. 5307 Grading, etc. Mexico.

Steam rollers Africa.
Dried fruits Germany.

Harbor improvements—Latin America. Glass jars—Latin America. Blueprini paper—Russla. Blueprini paper—Russla. Blueprini paper—Russla. Pumping machinery—India. Textlle machinery, etc.—India. Tenders for achool furniture and supplies—South Africa. South Africa.

South Africa.

South Africa.

Robber house and above—taly.

Robber house manifered house.

Trabbing machiner—Aira Minor,

Prick mahing machiner—tals a Minor,

Robber house machiner—tals a Minor,

Robber house machiner—tals and granter and granaries and granter and granaries.

Sted motor boat—Robber house machiner—talgand.

Wooden dowed—England.

Robber house machiner—talgand machines—talgand.

Robber house machiner house machiner—talgand.

Robber house machiner house machin South Africa. Ships' supplies, etc.—Italy. Woodworking machinery—Russia.

5434

5441 Machine oits, copper, paints, butter, jewelry, arms, ammunition, hardware, woodware,

Machine offs, copper, passas, arms, ammunition, hardware, woodware cele-Turkey silns—Northern Europe. Steam rollers—Germany, Sprinkling apparatus—Europe. Sugar-making machinery—Mexico. Railway materiat—Nigeria.

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17 Battery Place General Eastern Agents
Fot Sailings, see page 32 of the Exporten' Review New York



Table Showing Value of Exports (exclusive of specie) From New York, for August 1919.

Value	Value	
Argentina \$2,550,768	*Mexico\$1,631,46	6
Austria 1,035,243	Monaco 62:	
Belgium 1,390,654	Netherlands 4,880,01	8
Bolivia 25,764	Nether, Poss 329,44	9
Brazil 2,263,624	Norway 262,850	6
British Poss 7,256,173	Panama 1,109,48	3
Bulgaria 1,704	Paraguay 4,45	
Cent. Am 464,291	Persia 1,25	6
Chile 738,936	Peru 312,370	6
*China 2,034,857	*Philippines 1,060,41	7 .
Colombia 328,318	Portugal 165,07:	3
Cuba 3,110,465	Port. Poss 190,843	3
Denmark 393,823	Roumania 11,46-	4
Danish Poss 76,343	Russia 620,78	4
Ecuador 73,708	*Russian Poss 13,720	6
Egypt 139,579	San Domingo 470,933	3
England 13,253,613	Scotland 790,27	8.
France 4,652,888	Servia 221	
French Poss 209,049	Siam 33,199	à y
German Poss 20,823	Spain 1,385,800	
Germany 8,359,436	Span. Poss 67,847	t.
Greece 34,235	Switzerland 57,77	4
Haiti 310,420	Sweden 253,964	4
Ireland 54,414	Tunis 13,499	
Italy 2,109,727	Turkey (in Asia) . 82,896	å .
*Japan 1,068,344	Turkey (in Eur.) . 188,35	
Kongo 570	Uruguay 533,409	
*Korea 37,354	Venezuela 343,150	3
Liberia 11,984	Wales 123,41-	4

*Exclusive of overland shipments.
Total exports same period, 1909=\$455,752,434.
Total exports since Jan. 1, 1910=\$460,149,321.

Agricultural Machinery in Foreign Countries

The steady awakening of farmers in many parts of the world to the value of labor saving machinery is featured in another bulletin on "Agricultural Machinery in Foreign Countries," just issued by the Bureau of Mannfactures. In Russia 30,000,000 farmers are listening with interest to the traveling salesmen with farm utensils from the United States. It is estimated that American makers of agricultural machinery sold about \$7,000,000 worth of their manufactures in Russia last year. The competition for that trade is very keen, as Great Britain sold \$5,000,000 worth and Germany about \$8,000,000 worth of farm machinery to Russia in 1909. The scarcity of labor in many countries is forcing the adoption of mechanical devices on the farm. During the fiscal year ended June 30, 1910, nearly \$30,000,000 worth of American agricultural machinery was exported. Russia and Argentina are the best markets, each country taking about the same

World Wide Demand for Turpentine Substitute

The high price of spirits of turpentine, and its many uses, have been the cause of producing numerous substitutes, which are designed to take the place of the original southern product. Among these substitutes "turpentina" is one that has given absolute astifaction to the paint and varnish trade for the past several years and it is claimed that it will eventually supersede turpentine in many classes of work, but not of course, in medicinal preparations. Turpentina is manufactured by the Petroleum Products Co. 42 Water Street, New York and should find a ready sale, because of its qualities and its cheapness, in almost any part of the world.

Fifty Principal Articles of Export

The following table shows the fifty principal articles exported from the United States in the last two fiscal years:

	1909.	1910.
Cotton, unmanufactured	186,600,000	\$173,400,000
Copper, pigs, bars, etc	54,000.000	44,800,000
Oil, illuminating	39,700,000	33,000,000
Lard	31,500,000	27,000,000
Boards and planks	18,500,000	23,800,000
Wheat flour	23,000,000	20,800,000
Agricultural implements	19,400,000	20,600,000
Tobacco leaf	17,000,000	18,900,000
Corn	16,900,000	17,900,000
Upper leather	12,600,000	15,600,000
Coal, bituminous	12,500,000	14,400,000
Oil cake and meal	12,200,000	11,600,000
Oil, lubricating	10,700,000	11,600,000
Cotton cloths	14,300,000	11,200,000
Naval stores	8,200,000	11,200,000
Wheat	16,100,000	10,800,000
Furs and fur skins	7,600,000	10,500,000
Hams and shoulders, cured	14,000,000	10,000,000
Bacon	14,500,000	9,300,000
Builders' hardware and tools	7,500,000	9,000,000
Coal, anthracite	8,400,000	8,600,000
Boots and shoes of leather	6.800.000	7,900,000
Oleo oil and neutral lard	11,600,000	7,900,000
Sheets and plates of iron and steel		
Oil, cotton seed	12,900,000	7,800,000
Automobiles	4.600,000	
Automobiles	5,500,000	7,400,000 6,600,000
Timber second		
Timber, sawed	5,900,000	6,400,000
Rails of steel	4,000,000	6,300,000
India rubher, manufactures of	4,600,000	6,200,000
Sugar, refined	2,300,000	5,600,000
Pipes and fittings	5,000,000	5,500,000
Sole leather	3,900,000	5,400,000
Typewriters	4,400,000	5,300,000
Wire	4,700,000	5,300,000
Cattle	9,500,000	4,900,000
Fertilizers	5,100,000	4,900,000
Oil mineral, naphtha	4,000,000	4,800,000
Sewing machines	3,500,000	4,600,000
Structural iron and steel	2,600,000	4,300,000
Lard compounds	3,300,000	4,200,000
Books	3,500,000	4,200,000
Paraffine	3,800,000	4,100,000
Electrical machinery	3,700,000	4,100,000
Metal working machinery	2,400,000	3,900,000
Beef, fresh	6,100,000	3,800,000
Coffee, green	2,400,000	3,700,000
Cotton wearing apparel	2,800,000	3,600,000
Medicines, patent	3,300,000	3,500,000
Furniture of wood	2,600,000	3,400,000
All other articles	196,900,000	228,100,000
Total domestic exports,	881,800,000	\$895,500,000

Apropos of Our "Bureau of Information"

"Father," asked the small boy of an editor, "is Jupiter inhabited?"

- "I don't know, my son," was the truthful answer.
- Presently he was interrupted again:
- "Father, are there any sea serpents?"
- "I don't know, my son."
 The little fellow was manifestly cast down, but presently

rallied and again approached the great source of information
"Father, what does the North Pole look like?"
But, alas, again the answer: "I don't know, my son."
At last, in desperation, he inquired with withering
emphasis:

"Father, how did you get to be an editor?"

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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.

(Subject to Change.)

SOTE-The lines are arranged alphabetically under the port of departure. This enables subscribers to the sixth (1910) edition of the "Exporters' Enevolopeedia" to ascertain quickly the proposed sailings of all lines, except where the agents could furnish no advance information. CAUTION. The sailing dates given below, although compiled with extreme care, should be considered as merely approximate, except for the regular Trans-Atlantic passenger lines. The publishers, however, assume no responsibility as to the accuracy of the information.

From New York

AMERICAN & APRICAN S. S. LINE (Cape Town, Algos Bay, East London, Port Natal, Delagos Bay) -Aros Castle, Oct. 12.

AMERICAN-ASIATIC S. S. CO. (for Hong Kong, Shanghai, Kobe and Yokohama)—Indradeo, Oct. 20. MERICAN & AUSTRALIAN S. S. LINE (for Fre-mantle, Adelaide, Melbourne, Sydney and Brisbane) -Kasama, Sept. 27.

american & Australian S. S. Line (for Mel-bourne, Sydney, Auckland, Weilington, Lyttelton and Dunedin)—Australian Transport, Oct. 10. MERICAN & CUBAN S. S. LINE—Eva, Oct 4-(for IInvana, Matanzas, Cardenas, Sagua and Cabarien); Silverdale, Sept. as (for Havana, Guan-tanamo, Santiago, Manzanillo and Cientuegos).

MERICAN & INDIAN LINE (for Port Said, Bombay

AMERICAN LINE (for Southampton)—St. Paul, Sept. ty; Philadelphia, Sept. za; St. Louis, Oct. 1; New York, Oct. 8; St. Paul, Oct. 15; Philadelphia, Oct. 21; St. Louis, Oct. 29; New York, Nov. 5. AMERICAN & MANCHURIAN LINE—A Steamer Oct. 3a.—(for Aden, Singapore, and Philippines)— A Steamer Nov. 1a.—(for Hong Kong, Shanghai, Kobe and Yokohama).

Robe and Yokohama).

WERICAN & ORIENTAL LINE (for Singapora and MERICAN & ORIENTAL LINE (for Singapora and MERICAN-HAWATIAN B. S. CO. (for Paerto Merico)—Massachusettis, Sept. 16; Tanan. Sept. 31; Georgian, Sept. 38; Tran, Oct. 4; Hawalian, Oct. 10; Kentuckian, Oct. 15; Oragonian, Oct. as; American, Oct. 38.

RIO PLATA LINE (for Montevideo,

*ANCHOR LINE (for Glasgow)—Columbia, Sept. 17; Galedonia, Sept. 24; California, Oct. 1; Furnessia, Oct. 8; Columbia, Oct. 15; Caledonia, Oct. 25; California, Oct. 29; Furnessia, Nov. 5.

Galifornia, Oct. 29; Purnessia, Nov. 5.
ascKOR LINE (for Marsellles and Legborn)—Calabis, Sept. 24; Perugia, Oct. 2; Italia, Oct. 22.
INTLANTIC TRANSPORT LINE (for London)—
Mimetonika, Sept. 17; Mesaba, Sept. 24; Minnewasta, Oct. 1; Minnespolis, Oct. 3; Minnetonika,
Oct. 15; Minneshaha, Oct. 23; Minnewaska, Oct.
29; Minnespolis, Nov. 3.

Oct. 15: Minnebaha. Oct. 25: Minnewaxa. Oct. 29: Minnewaxa. Oct. 29: Minneapolis. Nov. 8. CO., LTD. (for Patras, Augustine Cont. 12: Minnes Co Sept. so; - (Hong Kong, Shanghai, and Yoko-hama) - Shimosa, Sept. 30.

ARBER LINE (for Havra and Dunkirk)—Atlantis. BOOTH LINE (for Para and Manaos)—Justin, Sept. 15; Cearense, Oct. 5; Boniface, Oct. 15; Clement,

BOOTH LINE (for Para, Maranham, Ceara and Par ashyba)—Polycarp, Sept. as; Dunstan, Oct. as; Dominic. Nov. sa.

BRISTOL CITY LINE (for Swansea and Bristol)—
New York City, Sept. 25; Bristol City, Oct. 10;
Kamsay City, Oct. 20. Steamer about every ten days

CUTDE STEAMSHIP CO. (WEST INDIA LINE) for Turk a Island. Monte Cristi, Pesero Piata.

-Cherokee, Sept. 42, Seminole, Oct 10; and a Steamer about every two weeks thereafter. (Steamer Cherokee Calls at Arus also.)

Coroler calls at Ama alex)

COMPAGNIE GENERALE TRANSATLANTIQUE
(for Havrs)—Niagras, Sort, 17; La Lorries, Spri,
Provense, Oct & Caroling, Oct 18; La Svotis,
Oct 20; La Toursies, Oct 27; Niagras, Oct 28; La Svotis,
Oct 28; La Toursies, Oct 27; Niagras, Oct 28; La Victories, Nov. 3
Oct 20; La Provense, No

36. Laurent, Oct. 17.
SOMPANIA TRASATLANTICA (for Havana, Vera Cruz and Puerto Mexico)—Antonio Lopes, Oct. 12; A Steamer, Nov. 11.
SOMPANIA TRASATLANTICA (for Cadiz, Barcelora, Genoa and Naples)—Manuel Calvo, Oct. 6; Antonio Lopez, Nov. 5.

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*CUNARD LINE (for Liverpool)—Carmania, Sept. 17; Manretania, Sept. 11; Lusitania, Sept. 28; Caronia, Oct. 1; Campania, Oct. 5; Mauretania, Oct. 18; Carmania, Oct. 15; Lusitania, Oct. 19; Campania, Oct. 26; Caronia, Nov. 2.

CUNARD LINE (for Gibraltar, Naples and Trieste)— Ultonia, Sept. sz. (not Gibraltar); Carpsthia, Oct. 8 (Genoa also)—Saxonia, Oct so (Genoa also); Pannonia, Oct. sp.

Pannenia, Oct. 2; Pannenia, Sept. 24; Fannenia, Oct. 2; Sani' Anna, Oct. 2; Madonna, Oct. 3; Madonna, Oct. 12; Madonna,

(for Las Palmas, Grand Bassam, Actra, Sekondi, Lome, Lagos, Old Calabar, Duala and Victoria)— A Steamer Dec.

A Steamer Dec.

HAMBURG-AMERICAN LINE (for Hamburg)

Pres. Grant, Sept. at; Cincinnati, Sept. az; Graf. pennsylvania, Det. 5; Deutschland, Oct. 8; Bluecher, Oct. 12; Motles, Oct. 13; Pres. Lincoln, Oct. 19; Amerika, Oct. as; Pres. Grant, Oct. 26; Hamburg, Oct. 50.

HAMBURG-AMERICAN LINE (for Gibraltar, Naples AMBURG-AMERICAN LINE (for Gibraltar, Naples 15; Cincinnati, Nov.) - Hamburg-American (John Hamburg-American), Navarilla and Cartagena-Alta, Sept. 29; Altenania, Sept. 99; Alt

ghany also call at Santa Marta.

HAMBURG-AMERICAN LINE (Alsa Service) (for Ingress, Colon, Port Linous and Boosa del Trov)—
Sarvisi, Oct et e.g., Sarvis, Oct e.g., Sarvis, Oct e.g., Sibris, Nor. 1s. Call at Greyjam when sufficient inducements offer.

MABURG-AMERICAN LINE (Athus Service) (for the colon only of the colon of the colon only of the colon of the colon only of the colon only

Nov. 5.

HAMBURG-AMERICAN LINE (Atlas Service) (for Kingston, Havana, Santiago, Clenfuegos and Manzanillo)—Prins Sigismund, Sept. 21; Prins Eitel Friedrich, Oct. 5; Prins Signamund, Oct. 10. HAMBURG SOUTH AMERICAN STEAMSHIP CO.
(for Pernambuco, Bahia, Rio de Janeiro, Santos and
Rio Grande do Sul)—Ince Bank, Sept. 84; Woglinde

HANSA LINE (for Cape Town, Aigos Bay, East Lon-don, Port Natal and Delagos Bay) --- A Steamer

HANSA LINE (for Tjilatjap, Batavia, Macassar and *HELLENIC TRANSATLANTIC LINE (for Naples, Piracua, Smyrna and Constantinopla)—Athinai, Sept. 30; Themiatocles, Oct. 35.

o; Themistocies, Oct. 25.
**HOLLAND AMERICA LINE (for Rotterdam)—
Ryndam, Sept. 29; New Amsterdam, Oct. 4:Noordam, Oct. 11; Rotterdam, Oct.
18; Ryndam, Oct. 25; Potsdam, Nov. 1; New
Amsterdam, Nov. 8.

HOUSTON LINE (for Cape Town, Algos Bay, East London, Port Natai and Delagos Bay)—Induna HOUSTON LINE (for Montevideo, Buenos Ayres, La Plata and Rosario)—Hylas, Sept. 27; Hilarius,

INSULAR LINE (for San Juan, Ponce and Maya-guer)—S. V. Luckenbach, Sept. 24; Harry Lucken-bach, Oct. 8; and a Steamer every two weeks

*ITALIA LINE (for Palermo, Naples and Genoa)— Ancona, Sept. 29; Taormina. Oct. 19; Verona, Nov

LAMPORT & HOLT LINE (for Manchester)—Can-ning. Sept. 24; Cervantrs, Oct. 7.

LAMPORT & HOLT LINE (for Bahia, Rio Janeiro and Santos)—Voltaire, Sept. 20; Tennyson. Oct. 5; Verdi, Oct. 20; Byron, Nov. 5; Vasari, Nov. 19.

LAMPORT & HOLT LINE (for Montevideo, Buenos Ayres and Rosario) -- Voltaire, Sept. 20; Verdi, Oet. 20; Vassii, Nov. 10.

*LA VELOCE LINE (for Naples and Genoa)—Oceania, Sept 28, Europia, Oct 22; Oceania, Nov. 20; America, Dec. 31.

LLOYD BRAZILEIRO (for Para, Ceara, Pernambueo, flahis, Rio de Janeiro and Santos)—Sao Paulo, Sepi 14. Tocaminis, Sept 20; Rio de Janeiro, Oct. 14; Purus, Oct. 28. (Tocantins and Purus do not call at Para or Ceara).

*Steamers are equipped with the Marconi Wiraless System-sea page 31.

PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.—Continued See notice at head of Page 29.

*LLOYD ITALIANO (for Naples and Genoa)— Luisiana, Sept 27; Virginia, Oet 11; Luisiana, Nov. 8; Florida, Dec. 6.

Nov. 8; Florida, Dec. 6.

**LOYD SABAUDO (for Naples and Genoa)—
Red Italia, Sept. as; Regins d'Italia, Oct. as;
Red Italia, Nov. 5; Regins d'Italia, Oct. as;
Red Italia, Nov. 5; Regins d'Italia, Dec. 7.

MERCHANTS LINE (New York & Pacific S. S.

**LAId.), (for Panta Arenas, Corone), Valparasioo,
Antofagasta, Iquique, Pisagua, Arica, Mollendo,
Calda, Sabaverry, Etca and Gaspequil)—Cops late

Sept.

MUNSON STEAMSHIP LINE (for Matanzas, Cardenas, Sagua and Calbarier)—Cubnos, Sept. 81;
denas, Sagua and Calbarier)—Cubnos, Sept. 81;
MUNSON STEAMSHIP LINE (for Nipe, Nucreitas,
Gribara)—(Jinda, Sept. 21; Carityba, Oct. 5; Olinda,
Oct. 10; Curityba, Nov. a.

*NATIONAL STEAM NAVIGATION CO. (for Piracus, Calamata and Patras) - Patris, Oct. 9. FITIRCUS, CAIAMMATE AND PATTAS) — PATTAS, OCL. 9.

**NAVIGAZIONE GENERALE ITALIANA (IOr Naplea and Genoa)—Duca Di Genova, Sept. 20; Duca Degli Abruzzi, Oct. 1; Duca d' Aosta, Oct. 15; Duca di Genova, Nov. 1; Duca Degli Abruzzi, Nov. 12.

Nov. 12.

NEW YORK & CUBA MAIL STEAMSHIP CO. (Ior Havana)—Mexico, Sept. 21, Saratoga, Sept. 21, Monterey, Sept. 29, Havana, Oct. 1; Mexida, Oct. 6; Saratoga, Oct. 8; Esperanza, Oct. 12; Havana, Oct. 15; Mexico, Oct. 20; Saratoga, Oct. 22; Monterey.

Oct. 37.

NEW YORK & CUBA MAIL STEAMSHIP CO. (Ior Progreso and Vera Cruz)—Mexico, Sept. 22; Monterey, Sept. 29; Merida, Oct. 6; Esperanza, Oct. 13; Mexico, Oct. 20; Monterey, Oct. 37.

NEW YORK & CUBA MAIL STEAMSHIP CO. (for Guantanamo, Santiago and Manzanillo)—Camaguey, Sept. 28; Antilla, Oct. 12 and a Steamer every two weeks thereafter. 100 weeks thereafter.
NEW YORK & CUBA MAIL STEAMSHIP CO. (for Tampico)—Seguraocz, Sept. 23; Matanzas, Sept. 30; Vigilancia, Oct. 7; Ilayamo, Oct. 41; and a Steamer every Friday thereafter.
Steamers Vigilancia and Seguranca call at Nasau also.

NEW YORK & DEMERARA STEAMSHIP LINE (for St. Kitts, Guadeloupe, Martinique, Barbados and Demerara)—Uller, Sept. 24.

Demerara)—Uller, Sept. 24.

NEW YORK & PORTO RICO 8. S. CO. (for San Juan, Ponce, and Mayaguer)—San Juan, Sept. 24;
Carolina, Oct. 1; Ponce, Oct. 8; Coamo, Oct. 15;
San Juan, Oct. 22; Carolina, Oct. 29. Steamer Carolina calla at Aguadilla also.

NEW YORK AND SOUTH AMERICA STEAMSHIP LINE (for Babia Blanca, Valparaiso, Iquique and Callao)—Craster Hall, Sept. 20; Howick Hall, Oct.

NEW YORK & VANCOUVER LINE (for Vancouve

Nisamer—
NORTH GERMAN LLOYD S. S. CO. (Bremen)—
Kronprintessis Cesilie, Sept. 20; Kronprinta Wilbelm,
Sept. 20; Fredrich der Grosse, Geyt. 29; Kaiser
Kaiser Wilhelm der Grosse, Oct. 11; Prins Fried
Wilhelm, Oct. 13; Kronp. Cecilie, Oct. 83; Geo.
Washington, Oct. 10; Kronprint Wilhelm, Oct. 25;
Barbarosas, Oct. 27; Kaiser Wilhelm II. Nov. 1.

Barbarossa, Oct. 27; Kaiser Wilhelm II, Nov. 1.
**NORTH GERMAN LLOVID 8. 8. CO. (for Gibraltar,
Naples, and Genoa)—Printers. Irene. Sept. 24;
**Albert, Oct. 22; Printers Irene. Nov. 5. Koering
**NORTH-WEST TRANSPORT LINE—See "Uranium
Steamship Co."

Steamship Co."

NORTON LINE (for Montevideo, Buenoa Ayres and
RONTON-LINE (for Montevideo, Buenoa Ayres and
RONTON-LINE (for Montevideo, Buenoa Ayres and
RONTON-LINE (for Montevideo, Buenoa Ayres)

A Marian (for Montevideo, Buenoa (for Montevideo, Buenoa (for Montevideo, Buenoa (for Montevideo, Buenoa Ayres)

PRINCE LINE (for Rio de Janeiro, Santon, Montevideo, Buenoa Ayres and Ronario)—Tudor Prince,

PRINCE LINE (for Rio de Janeiro, Santon, Montevideo, Buenoa Ayres and Ronario)—Tudor Prince,

PRINCE LINE (for Rio de Janeiro, Santon, Montevideo, Buenoa Ayres and Ronario)—Tudor Prince,

PRINCE LINE (for Prince)

Robbin Robbin Robbin Robbin Rio de Janeiro,

PRINCE LINE (for Prince)

Robbin Robbin Robbin Rio de Janeiro,

Oct. 5. A Steamer Nov 5.
PRINCE LINE (for Pernambneo, Bahia, Rio de Janeiro, Santos and Rio Urande do sul)—Scottish Prince, Sept. 24; Asiate Prince, Oct. 35.
PRINCE LINE (for Cape Town, Algos Bay, East London, Port Natal and Delagoa Bay)—Ocean

QUEBEC STEAMSHIP CO. (for Bermuda)—Trinidad, Sept. 28 and Oct. 8; Bermudian, Oct. 19 and 29. QUEBEC STEAMSHIP CO., LTD. (for Leeward and Windward Island and Demerara)—Korona, Sept. 20; Parima, Oct. 4; Guiana, Oct. 18; Korona, Nov. 1; Parima, Nov. 15; Guiana, Nov. 29.

CROSS LINE (for Halifex and St. Johns)-

s and zz.

RED "D" LINE (for La Guayra, Curacao and Mara-cailoo)—Philadelphia, Sept. zz; Zulia, Oct. 1; Car-acai, Oct. 6; Maracabo, Oct. 1; Philadelphia, Philadelphia and Caracas do not take freight for Curacao or Maracailoo, RED "D" Line (for San Juan and Poerto Cabelloy— Philadelphia, Sept. z and Oct. zz; Caracas, Oct. 8 Philadelphia, and Nov. 5.

*Steamers are equipped with the Marconi Wireless System-see page 31

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*RED STAR LINE (for Antwerp)—Finland, Sept. 44;
Vaderland, Debt. 1; Lepland, Oct. 81; Krosaland,
Lapland, North, Oct. 81; Lepland, Oct. 81; Krosaland,
Lapland, North, Oct. 82; Lederland, Oct. 82; Krosaland,
Lapland, North, Oct. 82; Lederland, Oct. 82;
RVAA MAIL STRAM PACKET CO. (or Bremoulder
RVAL MAIL STRAM PACKET CO. (or Bremoulder
RVAL MAIL STRAM PACKET CO. (or Bremoulder
RVAL DUTCH WEET INDIA MAIL LINE (for
Hitler ports, Curacoo and Parametho)—Front
Price Willer (Oct. 1); From Willer III, Krosaland,
Price Willer (Oct. 1); From Willer III, Krosaland,
RVAL DUTCH WEET INDIA MAIL LINE (for
RVAL MANNIKA) AMERICAN (LINE (for ChristianRANDINA/MAMERICAN LINE (for Christian-

RUBSIAN BART ASIATIC S. S. CO. LTD. (Inc.

SCALULA S Scener Cot. 2013. Sept. 21; Birms.

SCALULA S Scener Cot. 21; Sept. 21; Birms.

SCALULA S Scener Cot. 22; Sept. 22; Birms.

Sept. 20; Occ. 11; Occ. 11; C. C. Steller

Sept. 20; Occ. 11; Occ. 11; C. C. Steller

Sept. 20; Occ. 11; Occ. 11; C. C. Steller

Sept. 20; Occ. 11; Occ. 11; C. Steller

Sept. 20; Occ. 11; Occ. 11; C. Steller

Sept. 20; Occ. 11; Occ. 11; C. Steller

Sept. 20; Occ. 12; Occ. 22; Occ. 22; Occ. 23; Occ. 23; Occ. 23; Occ. 23; Occ. 23; Occ. 23; Occ. 24; Occ. 24;

Femanics & AUSTRALASIA S. S. CO. (for Femanic, Adelade, Mebourne, Sydney and Bris-nane)—Indralema, Sept. 26. UNITED STATES & AUSTRALASIA S. S. CO. (for McIbourne, Sydney and New Zcaland Ports)— Strabbeven. Sept. 14.

Stratbleven, Sept. 14.
UNITED STATES AND CHINA-JAPAN S. S. LINE
(for Hong Kong, Shanghai, Kobe and Yokohama)— A Steamer Nov.
UNITED TYSER LINE (Melbourne, Sydney, Auckland, Wellington, Lyttelton, and Dunedin)—Star of

UNITED TYPER LINE INCHOOUSE SYMMOT, AMERICAN COLLEGE, SELF. 2022.

UNITED TYPER LINE (IN Fremandle), Addeddo. Med. No. 100. The College State of the College

From Philadelphia, Pa.

*ALLAN LINE (for St. John's, N. F., and Glasgow)—
COL. 15. Carthaguian, Oct. 89, Oct. 1, Mongolan,
AMERICAN LINE (for Liverson)—Haverdon Avantage of the Color of

COSMOPOLITAR LIRE (for Rotterums - James, aux.)

HAMEURGAMERICAN LIRE (for Hamburg) - Francisco (for Lire of the City of the C

Name Conversion Nov. 3.

Name Conversion Nov. 3.

PHILADELPHIA TRANSATLANTIC LINE (for London)—Eagle Point, abt. 6cpt. 17; Crown Point, abt. Oct. 8; North Point, abt. Oct. 8; North Point, abt. Oct. 8; North Point, abt. Oct. 8; Men. 30; Marquette, Oct. 4; Manhou, Oct. 38; Men. 30; Marquette, Oct. 4; Manhou, Oct. 38; Men.

*RED STAR LINE, tro. (a) Maniton, Utc. (b) Maniton, Utc. (c) Maniton, Utc. (d) Manit

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From Boston, Mass.

*ALLAN LINE (for Glasgow)-Numidian, Sept. 16; Parisian, Sept. 30; Numidian, Oct. 14; Parisian, Oct. a8. *CUNARD LINE (for Liverpool)-Ivernia, Sept. a; and Oct. 25.

HAMBURG-AMERICAN LINE (for Hamburg)—
Bosnia, abt. Sept. 28; Pretoria, abt. Oct. 8; Betbania, abt. Oct. 27.

HAVANA LINE (for Havana)—Rbeingraf, abt. Oct 5 and 25.
HOLLAND-AMERICA LINE (for Rotterdam)—
Gorredyk, Sept. 30; Maartensdyk, Oct. 21; Gorredyk, Nov. 1t. LEYLAND LINE (for London)—See Wilson & Fur nesa Leyland Line.

LEYLAND LINE (for Liverpool)—Canadian, Sept. at
Winifeedian. Sept. a8: Robemian, Oct. ta LEYLAND LINE (for Manchester)-Caledoniao, Sept.

LEYLAND LINE (for Manchester)—Caledoniao, Sept. 24. Iberian, Oct. 29. NAVIGAZIONE GENERALE ITALIANA (for Geno Naples and Palermo)—Lombardia, Oct. 12. *RED STAR LINE (for Antwerp)—Menominee, Sept. 23. Manitou, Oct. 7; Marquette, Oct. 21; Menominee, Oct. 21; Manitou, Oct. 7; Marquette, Oct. 21; Menominee, Oct. 21; Manitou, Oct. 7; Marquette, Oct. 21; Menominee, Oct. 21; Manitou, Oct. 7; Marquette, Oct. 21; Menominee, Oct. 21; Menominee, Oct. 22; Menominee, Oct. 22; Menominee, Oct. 22; Menominee, Oct. 23; Manitou, Oct. 7; Marquette, Oct. 22; Menominee, Oct. 24; M All Menico, Oct. 7: Marquette, Oct. 21; Menomes SCAIDINAVIANAMERICAN LINE (1c Christiania SCAIDINAVIANAMERICAN LINE (1c Christiania SCAIDINAVIANAMERICAN LINE (1c Christiania Christiania

From Baltimore, Md.

ATLANTIC TRANSPORT LINE (for I.ondon)—
Mackinaw, aht. tet. 8; Mobile, abt. Oct. 22.
BLUE CROSS LINE (for Have)—
ONALDSON LINE (for Glasgow)—Kastalia, abt Oct. 3.
"HAMBURG-AMERICAN LINE (for Hamburg)Patricia. abt. Sept. 20; Bosnia, abt. Oct. 7; Pre toria, abt. Oct. at. LORD LINE (for Belfast and Dublin)-Lord Dufferin, LORD LINE (for Belleat and Dublia)—Lord Dutters,

NEFTUNE LINE (for Betterdam)—Slottedyli, Sept.

17 Section, Oct. 17 Zanndyk, Oct. 10 Amsteldyli,

NORTH ORRAM LLOVO (for Breene)—Store,

SCH. 11 Median, Sept. 20 Jan.

PORTAM LINE (for Breen)—Albalia, and Sept.

18 PORTAM LINE (for Breen)—Albalia, and Sept.

20 Jan.

19 PORTAM LINE (for Breen)—Portamic, and Sept.

20 Jan.

21 Jan.

22 Jan.

23 Jan.

24 Jan.

25 Jan.

26 Jan.

26 Jan.

27 Jan.

28 Jan

From Norfolk and Newport News

CHESAPEARE & OHIO S. S. CO. LTD., (Virginia Line) | Daltonhall, aht. Sept. a8; Bolivison, abt. Oct. 8 (for Liverpool); Powbatao, abt. Sept. a4; Aile ghany, abt. Oct. as (for London).
DONALDSON LINE (for Glasgow)—Kastalla, abt. Cet. 7.

HAMBURG-AMERICAN LINE (for Hamburg)—
Patricia, aht. Sept. 25. A Steamer last half Oct.

HOLLAND-AMERICA LINE (for Amsterdam and
Rotterdam)—Sloterdyk, Sept. 21; Soesidyk, Oct. 5;

Amsteldyk, Oct. 26.

NORWAY-MEXICO GULF LINE (for Havana, Puerto Mexico and Vera Cruz)—Noruega, abt. Oct. 9.

A Steamer, abt. Nov. 9.

From Galveston, Texas

ATLANTIC and MEXICAN GULF S. S. CO. (for Vera Cruz, Paerto Mexico and Progresso)-Steamer Nor. Cruz, Puerto Menico and Progresso)—Steamer Nor, abt. sth of sach month. Barcelona, Venice, Trieste and Fiume)—A Steamer late Sept. BOOTH LINE (for Liverpool)—Bernard, abt Sept. 25. CASTLE LINE (for Antwerp)—Thurland Castle, abt. Sept at COMPAGNIE GENERALE TRANSATLANTIQUE (for Havre)—A Steamer late Sept. CREQLE LINE (for Barcelona, Genon, Leghorn and Nagles)—Val Salice, abt. Sept. 25.

CUBAN LINE (for London) -ELDER-DEMPSTER LINE (for Bremen) -- Kwarra, abt MARTICAL LINE (for Bremen)—Kwarra, abb.
Krit.
MARRICAN LINE (for Hamburg)—Alster,
HABRICON LINE (for Hamburg)—Alster,
HABRICON LINE (for Liverpool)—Dictalor, abb. Sept.
124. Wanderer, abt. Sept. 90.
124. Wanderer, abt. Sept. 90.
125. Wanderer, abt. Sept. 90.
126. Wanderer, abt. Sept. 90.
126. Wanderer, abt. Sept. 90.
126. Wanderer, abt. Sept. 90.
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From Galveston (cont'd)

LARRINAGA LINE (for Manchester)-Asuncio de Larrinaga, abt. Sept. 20: Teodoro de Larrinaga, abt. Sept. 30. LEYLAND LINE (for Liverpool)-Jamaican, abt. Sept. NEW YORK and PORTO RICO S. S. CO. (for Porto Rico)—
NORTH GERMAN LLOYD S. S. CO. (for Bremen)—
Frankfurt, abt. Sept. 24; Wittenberg, abt. Sept. 30;
Koeln, abt. Oct. 8; Hanover, Oct. 22; Frankfurt,

Konla, abt. Oct. B. Hanners, C. R. 1987, 1981, 1 neaday. STRAMSHIP LINE (for Havana)—Steamer UNITED SIEAMORIAS

1st and 15th of each month.

UNITED STEAMSHIP LINE (for Saotlago de Cuba

""" Wassanillo)—Steamer Heioz Blumberg, 15th of

and Manazaillo)—Steamer Heize Blumberg, 15th of UNITED STEAMSHIP LINE (for Mainsas)—Stmr. UNITED STEAMSHIP LINE (for Mainsas)—Stmr. UNITED STEAMSHIP LINE (for Line)—Stmr. UNITED STEAMSHIP LINE (for Kingston)—Stmr. UNITED STEAMSHIP LINE (for Kingston)—Stmr. Whenco)—AStmr. (from Texas City) 5tb, 15th and 55th of cach month.

From New Orleans, La.

ATLANTIC AND MEXICAN GULF LINE (for Vera Cruz)—Stmr. Norheim, abt. tith of each month. AUSTRO-AMERICANA (for Barcelona, Marseilles, Venice and Treste)—Irece, abt. Sept. 30; Maria. Venice and Treesty—1700, 80h. 50pt. 39; maximal backers, CREOLE LINE (for Marreillet, Genoa, etc.)—Soperga, 8bt. Sept. 55; Liguria, 8bt. Oct. 18; C. di Palermo, 8bt. Oct. 20. COMPAGNIE GENERALE TRANSALLATIQUE (for Havre)—Honduras, 8bt. Oct. 17; Louisiane, 8bt.

Oct. 46.

FOLCH-PINILLOS LINE (for Oporto sod Barcelona)

-Misuel M. Pinillos, early Oct.; Coode Wifredo, —Mignet M. Frininos, tenty over, the fact of the fact

Georgia, abt. Sept. 20; Barcelona, abt. Oct. 9;
Atlantie, abt. Oct. 32;
Liverpool—Mechanician, abt.
ARRISON Liverpool—Mechanician, abt.
Oct. 9; Commodore, abt. Sept. 28; Patrician, abt.
Oct. 9; Commodore, abt. Oct. 10; Inventor, abt.
Cot. 18; Magician, abt. Oct. 10; Inventor, abt.
HEAD LINE (for Bellast and Dublin)—Ramore Head.

HEAD LINE (for Belfart and Dublin)—Ramore stead, ACTONINESA LINE (for Groun)—A Sime, late Oct. LAMPORT & HOLT LINE (for Aniwey)—Horace, glo. Seq., p., floure, ab., Oct. et al. Philips. Oct. LEVIAND LINE (for Juvey)—Kingatonian, sht. Oct. LEVIAND LINE (for Juvey)—Kingatonian, sht. Oct. Leviand Line (for London and Aniwey)—A Sturr. Leviand Line (for London and Line)—A Sturr. Leviand Line (for Line and Line

and sc. LEYLAND LINE (for Manebester)-Belgian, abt. Oct. MACLAY-PRENTICE LINE (for Glasgow)—A Stmr. late Sept.; A Stmr. late Oct. MONTES LINE (for Progreso)—Jacob Bright, abt.

MONTES LINE turn and the second secon

Christiania, Golbenburg and Diocanomy.

PIRCE'S E GEOLIE LINE (for Braceloos, Genos, and
Najpsto - Italia, late Oct.

PRINCE LINE (for Bromes) - Coven Prince, abt. Oct.

PRINCE LINE (for Bromes) - Coven Prince, abt. Oct.

South Spanish, Prince, abt. Oct.

South Spanish, Prince, abt. Oct.

John State Coven Prince, abt. Oct.

John State Coven Prince, abt. Oct.

John State Coven Prince, Prince, Port Hamburg, Roterian, Port London and Advisor,

London State Coven Prince, Prince, Port London

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United Pruit Cortet, 12 a. m.
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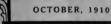
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No. 2.



The American Manufacturer's Christmas



The "EXPORTERS' REVIEW" is furnished to all subscribers to the Exporters' Encyclopedia. It is a vital part of the Encyclopedia, as it contains the "correction notes" which keep that work up-to-date and absolutely correct. The Encyclopedia is a complete export shipping guide.

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CHARLES PIGOTT - - - President and Treasurer HAROLD H. GALLISON - - - Secretary

NEW YORK, DECEMBER 15, 1910.

RECORD FOR MANUFACTURED EXPORTS

P ROVIDED the present briskness of export traffic is maintained to the end of the year, the value of exported manufactures for 1910, for the first time in the history of the United States, will exceed \$800,000,000, according to the bulletin recently issued by the Department of Commerce and Labor. The prediction of record figures for the year is warranted by the totals for September of \$500,000,000, both of which are in excess of last year's values.

Large gains over 1900 are shown in both "manufactures ready for consumption" and "manufactures for firther use in manufacturing." On the import side both classes of manufactures likewise show marked increase for the first nine months of the present year.

SUGGESTION ABOUT FOREIGN MAIL

WE are often asked by subscribers in which country some comparatively unknown place from which an order has just been received by mail is located, the letter itself giving practically no clue to the country. Whereas this is frequently the case with letters, the envelopes in which they come usually show this information either in the postage stamp or the foreign postoffice date mark. We would therefore suggest that the envelopes in which foreign mail arrives be attached to the letters until it has been found that the information as to the country is contained in the letters themselves. The date at which a letter has been actually mailed abroad is also sometimes an important factor in export business, so that this should also be compared with the date line in the letter to note any delay in mailing or other discrepancy.

EXPORT SHIPPING FACILITIES AMPLE

P RESIDENT TAFT'S statement in his message that he "cannot too strongly urge upon the Congress the passage of a messure by mail subsidy or other subvention adequate to guarantee the establishment and rapid development of an American merchant marine," shows that a strenuous effort will be made to push through some form of subsidy bill at the present session.

As the organ of the export interests of the country, particularly of the manufacturers who ship goods abroad, we feel called upon to deny again that there is any lack of shipping facilities from the United States to foreign countries, and we are prepared to substantiate this statement by reference to our "Exporters' Encyclopaedia," the seventh (1911) edition of which is now on the press.

This work shows every practical route from the United States to every foreign country, and we have yet to hear of a subscriber complaining of any lack of steamslip services to the country where his goods were going. It is only those who do not know the facts, and politicians who do not event to know, that set up the hue and cry about American lines being needed.

It does not, in our opinion, affect our foreign trade at all whether that trade is carried in American or foreign bottoms. The essential thing is to create a demand for American goods, to build up a reputation for our goods, and to have our products so shipped that they will be delivered in merchantable condition, always up to the sample; also to arrange for conditions of payment, if possible, to suit the custom of the market where the goods are sold. No American manufacturer can say that his export trade has been hampered by lack of reasonable shipping facilities.

SOUTH AMERICAN REVOLUTIONS

R EFERRING to the fact that American people give too much importance to reported revolutions in South American countries, Gen. O'Brien, former United States Minister to Uruguay, says: "These are usually no more or no less than political contests. During the five years I have resided in South America I have never seen an occasion where it was necessary for a person to require a policeman to accompany him on a cab for protection. Yet during that time no fewer than eight so-called revolutions have taken place down there."

GOOD ADVERTISING THIS

R ECENTLY the State Department sent to a number of its consular offices various articles of American office furniture, chiefly to assist our consults to keep on file the catalogs of American manufacturers. The furniture proved so attractive to visitors to the consulate at Montevideo that good sized orders have been placed with American manufacturers for steel cabinets and sectional file cases similar to those placed in the consulate.

Argentina as a Market for American Manufactures

The following article by Mr. Charles Hitchcock Sherrill, United States Minister to Argentina, was delivered by request of President Hepburn, in the form of an address, before the New York Chamber of Commerce early this month. Minister Sherrill shows how England and Germany get the bulk of Argentina's foreign trade and how American manufacturers may secure more of the property of



NE of our foremost citizens—Mr. James J. Hill—recently stated that our manufacturers will not find in the next year the home market for their goods that they have found in the past year. The result of that statement has been to arouse a

controversy on the part of a number of other gentlemen, all of whom are better advised on the subject than I

am, as to whether Mr. Hill's statement was correct or not.

Personally, I believe in practical ways of discussing a subject of that kind, and the practical way of discussing such a subject is to say, "What are you going to do about it?" Now, the way to treat that subject. in my opinion, is to open and develop foreign markets for these goods. with the result that the manufacturers will not be interrupted in their business; and, furthermore. I believe this subject interests not only chambers of commerce in this country, but the labor unions as well. because it will afford employment to workers. and therefore it has a reflex action on the manufacturer, for if you double the trade of the United States you double the opportunity for em-

ployment of the work-

men, and so it is of the greatest advantage to both.

In my opinion there is no other market which offers a better field for immediate exploitation than South America. I don't know about the markets in the Far East, so I can only speak on the subject which I do know about, which is the markets of South America. They are already known, and are being ex-

ploited by others. England knows the markets of Argentina, and the Buenos Aires commercial reports state that England last year took \$250,000,000 from that country.

I will tell you in a word the difference between the markets of South America. I have only to say that the foreign trade of Argentina last year was seven hundred millions, that of Brazil four hundred and fifty millions—Argentina being almost double that of Brazil

-Mexico two hundred millions, Chile and Cuba two hundred millions, and therefore Argentina has a market ready for three and a half times that of Mexico, Cuba or Chile. When we drop below those, we come next to Uruguay, which has a trade of one hundred millions. So you see that the markets of Argentina offer a most fertile field for the attention of our manufacturers.

Argentina is a country in which the people are richer than we are here. They have an enormous immigrant population proportionately. We have one hundred millions of population, and they have seven millions; we get one million immigrants and they get a quarter of a million. These immigrants are mostly Northern Spaniards and Northern Italians, an excellent class.



Courtesy of Pan-American Union
Mr. Charles Hitchcock Sherrill, United States Minister to Argentina

and the Argentinans handle them admirably. I went on board two steamers with the head of the Immigration Burean of Argentina, and I saw how they received them, and I traced them to the hotel to which they were taken, and to the train, and I found that they were not subjected to any petty annoyances or petty graft about carrying baggage or things of that kind. They were

December, 1910.

gratuitously lodged by the city in the city, and gratuitously distributed to 1,011 points in the republic. That is a lesson to us.

When our President asked me to go to Argentina he told me that our relations were not as pleasant with that country as they ought to be, and he also explained that we were not getting our fair share of the commerce. I also had strict instructions from the President and from Mr. Knox, my chief, that I should do all I could to further the commercial interests of this country. The relations between Argentina and the United States to-day are very satisfactory.

We are fond of calling ourselves Anglo-Saxons. I believe the Americans are the most Latin of the Anglo-Saxons, and I also believe that the Argentinians are the most the Most of the Latins. It is the only country in the world in which the Latins live in a temperate climate. I never saw a beggar in the streets of Buenos Aires, and I never saw a country where the poor people wear better shoes. There is more employment than there are employees, so there is no reason why everybody should not be busy. It is a country, which is a large plain covered with a thin alluvial deposit, the size of the United States east of the Mississippi River. They raise five crops of alfalfa, without fertilizers or rotation of crops.

Statistics show that last year our share of the trade was 183,000,000 dollars, that being the balance of trade in our favor, and that the balance of trade in Argentina, with only seven millions of population, was \$00,000,000 in their favor.

Following the instructions of the President I inquired why we were not getting our share of the commerce, and we organized a conunittee for getting commercial information, and appointed two exporters who export from the country, and two importers and I am glad to say that in two years we have raised the figures of \$47,000,000, which was then the record to \$80,000,000, and during that period we secured for the manufacturers of this country, whose hids had been refused, twenty-five millions of Government contracts.

That is what the Department of State is trying to do for our manufacturers. What are you going to do for yourselves? I hope you won't continue to send in all cases the kind of men that you have been sending down there. There are 45,000 Englishmen, 3,000 Germans and 30,000 Frenchmen down there, and they all peak Spanish while there are but 400 Americans. Now, that is why we don't get the business.

I have recently talked with the representatives of three large banking houses, well known in New York City. Those three banking houses are distinguished members of the New York Chamber of Commerce and have a big place in the hearts of the American people because they are considered to be patriotic bankers. Now, patriotism pays, and I am going to say something which I believe to be important. During the two years that I have been in Argentina I have never seen the stern of an American ship decorated by the American flag, except one, and that was a war vessel.

Suppose you manufacturers develop the foreign credit of this country, and avail yourselves of the assistance which the State Department is anxious to give; suppose you do this, and build up your foreign trade. Only 8 per cent. of it is being carried in American bottoms. By paying \$300,000,000 a year you have built up the shipping of other nations, notably that of Germany. If there be any difficulty between the two leading carrying nations of the world, such as some gentlemen anticipate, the foreign trade which you build up would have to stay on your shores, because there would not be any boat to carry it in. We are neglecting something which our forefathers did not neglect, and our forefathers insisted that the Government should assist.

You ought to have a bank in South America, and the way to have a bank in South America is to put a bank in South America; and when we decide to put a bank in South America we won't ask the advice of foreign bankers who don't want competition in their business. They will say: "Don't do it, wait until next year," and you will get the same advice the fol-



Steamer "Vasari," of the Lamport & Holt Line, operating between New York and the River Plate.

lowing year and so on. Now during my stay in Buenos Aires there was a great deal of talk about starting an American bank down there, and during that time there have been six foreign banks started successfully. Argentina is a country which has had the fourth largest gold reserve in the world, two hundred millions on deposit, and they have in operation the central bank that we are trying to get.

I am not in favor of any cure, a subsidy or anything like that. Let us act upon the proposition that we should have a merchant marine. Let us get the facts first, and then the solution will come.

Views of an Export Manufacturers' Agent

In the following article, Mr. R. M. Ford, a well-known New York export manufacturers' agent and buyer for export, sets forth his views on how American manufacturers should go about getting export business. Mr. Ford handles the export sales of manufacturers in several lines that sell abroad.



HE average American manufacturer spends thousands of dollars developing domestic business, but will not invest 50 cents on export trade. This is chiefly because of ignorance of how the business may be secured and successfully conducted without great expense and of erroneous

ideas as to risks and requirements and the long credits he has been led to believe are necessary to secure same. Were the question of export business thoroughly understood many American manufacturers would be seeking it who are at present content to yield to those of their competitors who cater to this trade.

To secure foreign trade a demand must first be created abroad. Few orders originate in New York, and if export business is to be secured a demand must be created among the buyers abroad. Most manufactured articles exported are purchased by foreign importers, sometimes termed "warehousemen," who in turn redistribute the goods to jobbers, contractors and retailers. These concerns buy everything for which there is a demand in their markets, from pins to locomotives, and while their purchases are to a limited extent the result of demands for particular goods by their customers, in most cases they establish the demand for whatever goods they are specially interested in. The foreign importers maintain their own show rooms and salesmen who are constantly canvassing the trade. When sufficient business has resulted or is in sight for a particular line the importer sends his order (termed "indent") to his export commission house in New York for execution.

The American manufacturer desiring foreign trade must in some manuer present his goods to the foreign importers. These houses are constantly on the lookout to secure particulars and prices of goods similar to what they are buying already, and of new and salable lines which they could handle to advantage. The question which the manufacturer must consider, therefore, is how to reach these concerns. A few of the larger American manufacturers accomplish this by maintaining their own office and sales force abroad, so as to reach the dealers and retailers direct. Being on the spot they are in a position to determine immediately the financial responsibility of prospective customers and also to reach a large class of trade which ordinarily would be obliged.

to order through the importers. This method may be considered the ideal one, but it is so expensive as to be beyond the reach of the average manufacturer, as the business in most lines would not be sufficiently large to warrant the heavy expense. Another method is by sending salesmen abroad direct from the factory. This plan is extensively followed by many manufacturers and is productive of excellent results.

There are a considerable number of "export monthlies" published which solicit advertising from American manufacturers. Those that circulate among the importers abroad may bring a few orders. Most of these "export monthlies," however, are simply "catchpenny" schemes containing matter which may be more or less interesting to American manufacturers but is of no service or interest to the buyers abroad. One or two of these publications, however, have a selected foreign circulation and undoubtedly are of service to any manufacturer seeking to extend his export business.

The New York export or commission houses act as purchasing agents and forwarders and buy for the importers abroad, usually on a commission basis of 21/2 per cent. The manufacturer may approach these houses and interest them in his goods to the extent of sending particulars to their clients abroad. Many manufacturers grant the commission houses sole agencies in the markets where they are well established. The objection to this plan is that the commission houses are only in touch with the particular importers for whom they act as purchasing agents and have no way of introducing the manufacturer's goods to the clients of the other commission houses. Then again, as most export commission houses handle a great variety of lines, it is obvious that no great attention can be devoted to building up business for any one manufacturer.

Any manufacturer desiring foreign trade must bring his goods to the attention of the buyers abroad either through salesmen, advertising or direct circularization. That the New York export commission houses perform a valuable service must not be overlooked. These concerns finance many shipments and extend credit where the nanufacturer, lacking a representative on the ground, would hesitate to do so. As factors in handling export business after a demand for the line has been created abroad the New York commission or export houses are strongly to be recommended.

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When ordered complete, regular fixtures furnished include Driving Palley as listed, Governor, Throttle Valve, full set Oil Capp, Lubricator, Draw Cock, Oil Can, Wrenchee, Brass Top, Safety Valve, Steam Gauge, Glass Water Gauge, Gauge Cocks, Blowoff Valve, Fire Door and Frame, Grate Bars, Injector, Suction Hose, Smoke Stack Tongue and Whippletter.

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Thirty Years

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Order for Export through New York Commission Houses



International Competition for Bridge Contract

Considerable international competition is involved in the construction of the new Ouebec bridge, the following companies having put in bids: Die Maschinenfabrik of Augsburg and Nurnberg, Germany: Pennsylvania Steel Company, Philadelphia; British Empire Bridge Company, Montreal; St. Lawrence Bridge Company, Montreal. It is stated that the Pennsylvania Steel Company also acted for the Phoenix Bridge Company and the McClintic-Marshall Construction Company. The St. Lawrence Pridge Company is said to represent the Dominion Bridge Company, of Montreal, and the Canadian Bridge Company, of Walkerville, Ont., the latter company being controlled by the American Bridge Company. The British Empire Bridge Company is a recently formed corporation, taking in two English companies-the Cleveland Bridge & Engineering Company, of Darlington, and the Metropolitan Amalgamated Railway Carriage & Wagon Company, of Birmingham. A certified check for \$500,000 accompanied each bid, and it is estimated that \$11,000,000 will be expended in the bridge construction.

New Orleans Seeks Panama Exposition

The increasing trade done by the Gulf Coast ports with South and Central America is being put forth a sone of the arguments favoring that city as the location for the international exposition in 1951 to celebrate the opening of the Panama Canal. The opening of the canal, it is stated, will effectually change the route of many steamship lines and will bring them to the Gulf of Mexico. China and Japan and Australia will be 10,000 miles nearest to New Orleans by the new short cut, and European commerce en route through the canal will fill the gulf with great fleets of merchantmen.

The New Orleans advocates also point out the nearness of that city to New York and New England.

New Orleans is only 500 miles from the center of population in the United States, and within a radius of 300 miles there are 17,000,000 people. Within a radius of 1,000 miles there are 65,000,000 people, and within a radius of 1,500 miles there are 00,000,000 people.

Extensive Coal Beds Discovered in Chile

As a result of borings in the district of Talcahuano large coal beds have been discovered. It is estimated that the beds will yield 15,000,000 tons. This should eventually furnish a valuable opening for American manufacturers of coal mining machinery and appliances used in collieries.

American Thoroughbreds Shipped to Australia

The British steamer Indralema, which loaded on the United States & Australasia S.S. Line, sailing from New York October 2t for the full round of Australian ports, took thirty thoroughred and twenty trotting horses for Melbourne, where they will be raced against the pick of English thoroughbreds. This is the largest shipment of the kind ever made to such a distance and much care was expended in fitting up the quarters for these valuable animals. Should the shipment result successfully it will be followed by others, as there is a demand in Australia for racing horses, not only for the track, but for breeding purposes. The shipment was consigned to the Allendale Stock Farm, of Melbourne.

Cable Companies Plan to Reduce Rates

The trans-atlantic cable companies have been at work for some time past formulating a plan by which the rates for cable-grams sent by the general public, in other words, cablegrams in plain language as distinguished from code language, may be reduced about non-half. The plan has now been worked out, but as it will require the co-operation of the telegraph lines in Europe, where the governments own the lines, the plan involves a proportionate reduction in the land line rates charged by the European governments, and hence the co-operation of those governments will be necessary. At present the cable rate is twenty-frier cents per word. The proposed plan is to charge twelve and a half cents for every five letters in that class of cablecrams.

It has been found by careful examination of a great number of cable mesages that plain language averages only five letters to the word, so that a charge of only twelve and a half cents for five letters (every letter in the cablegram being counted as though the whole cablegram was one word), would result in cutting the present rates to the general public in half. It is hoped to put the plan into operation in a short time, it being necessary first to make arrangements with the European governments.

Large Foreign Orders for American Machinery

Among the various departments of the Westinghouse Electric and Manufacturing Company, the export department has latterly been one of the busiest, having secured a number of very large and important orders from many parts of the world, notably Japan and South America. One recent foreign shipment filled filteen cars with electrical machinery. This went to the large copper mines of the Braden Copper Company at Rancagua, Chile, for the equipment of a powerhouse to operate the mines electrically. The order included three water-wheel generators. It is stated on the best authority that the business of the export department for the last several months has been equal to an amount approximating to per cent. of the company's total business. The net earnings in this branch of the company alone are sufficient to meet the requirements for the dividend on the entire issue of preferred stock.

Faulty Addressing of Foreign Letters

Consul-General Arnold Shanklin, of Mexico, forwards a letter soldfressed to "C. P. Diaz, American Consul, Mexico," which was received at the consultar in Mexico City. The letter was undoubtedly intended for the American consult as Cludad Portific Diaz, State of Coshuila, Mexico, but on account of the faulty address, failed to reach its proper destination. He points out that such carelessness on the part of American manufacturers is frequently the reason why they fail to receive replies to their commercial inquiries, and often leads to undeserved criticism of the consultar service.

New British Consul at Savannah Arrives Here

Colonel A. M. Brookfield, the recently appointed British and the samuals, Ga., arrived here early this mouth from his former post, Dantzig, Germany. His household effects were brought over in one of the all-steel lift vans of the Anglo-American Lift Van Co., of New York.

SOUTH AND CENTRAL AMERICA, ETC.

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South America Good Field for Trucks and Autos

Just what opportunity the Argentine Republic and, in fact, South America, holds open to the United States manufacturers of motor trucks and pleasure cars was clearly set forth by E. A. Feibelman, an importer of Buenos Aires, who was in New York for several weeks arranging for agencies for American goods in Argentina. "I am intensely interested in motor trucks," Mr. Feibelman, "for the reason of the great field that exists in the Argentine Republic for them-a field as yet untouched by the European makers, who have confined themselves wholly to exploiting pleasure cars. In my country the long stretches of territory, as yet uncovered, by the railroads, except in specified directions, are subject wholly to horse transportation, and auto trucks can be used to tremendous advantage among the ranches or estancias in the carrying of hides, beef and grain. Buenos Aires has an area twice as large as Paris. The Department stores have city deliveries 16 miles in extent, and electric machines would have a strong call, while the gasoline truck would monopolize the country stretches where no power stations exist.

Last year we imported \$6,000,000 worth of automobiles, almost entirely from Europe. About 60 per cent, was Panhard business the remainder being Renault, Delauney, Belleville, Napier, Fiat, Lancia, Benz and DeDion. Of the American mechines, I recall seeing only Ford taxicabs and Packard pleasure cars. The Americans seem to delight in painting their cars a brilliant yellow, while we of the Argentine Republic like the darker colors."

Uruguay Apportions Funds for Public Needs

The Diario Official of October 1 contains a decree providing for the disposal of the surplus in the Urnguapan treasury at the end of the financial year 100°-10. Among other items may be noted the following: 600,000 peoso for sanitary works, the construction of roads, bridges and harbors, and for the improvement of rivers; 122,000 peoso for the construction of and repairs to the Military and Naval School and other military buildings; 25,000 peoso for the munitions of war, 150,000 peoso for the completion of the Veterinary School; 250,000 peoso for the completion of and repairs to police buildings and prisons, and for telegraph and telephone installations; 71,000 peoso for repairs to buildings and warbors, attached to the customs service at Montevideo, and for the purchase of locats for customs requirements.

Progress of Mexican Railroad Development

An important development in construction plans of the Southern Pacific Railroad of Mcxico has been announced, and a concession granted for a line of railway between Guadalajara and Mexico City, approximately 325 miles long. The line which that company is now constructing down the Pacific slope will connect with the Ameca line of the National Railways of Mexico at Orendain 28 miles west of Guadalajara.

Contracts for Cuban War Vessels Come Here

The President of Cuba has issued a decree awarding the contact for the construction of a 2,000-ton craiser and a 1,200-ton training ship to the William Cramp & Sons Ship and Engine Building Company, Philadelphia, at a cost of \$510,000 and \$338,000, respectively.

Of Interest to Cuban Shippers

The value of marine insurance on export shipments is shown in the case of the "Silverdale," one of the chartered stemers of the American & Cuban Line, which sailed from New York, October 7, for Havana and other Cuban ports, and which has undoubtedly gone to the bottom, as she has never been heard from. As soon as she was posted at Lloyd's as "missing," insured shippers presented their claims to the underwriters, and most policies have, by this time, been paid. The American and Cuban Line has purchased the British steamer Savan, of 1,668 tons net register, to take the place of the Silverdale in its fortnightly service. The Savan was built in England some fourteen years ago, and it capable of making a sweed of to konts. She has been renamed "Saxan Caran."

The 11,000 ton Hamburg-American liner Hamburg is the latest addition of that line to its Cuban fleet, and with the Altai and Alleghany she will perform a weekly service between New York and Hawana, making the trip in about the days. The Royal Mail Steam Packet Co.'s new weekly service between New York and Antilla. Cuba, connecting by aif for all parts of the island, operated by fast boats, has alrendy become popular with tourists and shippers.

Will Need Equipment for Zinc Factory

A contract has just been closed between the Mexican Government and Senor Prancisco Salas Lopez for the establishment in the Republic of a zine foundry and a factory for the production of zine ingots, powdered zine, zine wire and sheets, oxide of zine. Plans for the foundry and factory must be presented to the Government within a year from October 10, and the erection of the buildings completed within three years from the date of approval of the plans. The concessionaire undertakes to invest in the establishment of the industry a sum of not less than 200,000 pesos (\$400,000). He may also erect other similar factories in the republic, investing in exhb an additional capital of not less than 50,000 pesos (\$55,000). Machinery and materials for the establishment of the industry, the erection of the buildings, electric lighting installation, and fire extinguishing 3p-planes may be imported free of duty.

Large Sums for Sanitation and Railways

Of the proceeds of the loan of \$7,000,000 which the Bolivian Executive has been authorized by Congress to contract, \$1,400,000 is to be expended on sanitary works in the capitals of the Departments; \$87,500 con the surveys of railways from La Paz to Yungas, Cochabamba to Chimoré, Yacuibla to Santa Cruz, and Potosi to Sucre, and \$84,500 on similary reproductive works

Will Construct First Trolley Line in Canal Zone

Authority to construct the first electric railway in the branana Canal Zone, has been granted by the War Department to Henry T. Cook, of New York, who was given a license to construct, maintain and operate an electric street railway systtem between Panana City and La Boea, in the Canal Zone.

Will Build \$500,000 Post Office in San Juan

The P. J. Carlin Construction Company, of New York, was recently awarded the contract for building the new half-million dollar post office in San Juan, Porto Rico.

EUROPE-GREAT BRITAIN AND THE CONTINENT

Turkey Now Admits Many Implements Duty Free

We are in receipt of information to the effect that in virtue of a decision of the Turkish Ministry of Finance the undermentioned agricultural machines and implements will be admitted into Turkey free of customs duty until the 1st-14th August, 1911: All kinds of hand ploughs, steam ploughs, reapers and binders, mowers; rakes and hay tedders, drawn by animals, hay presses; manure spreaders; harrows and cultivators, drawn by animals; thrashing machines driven by steam or water power, or by horse gear (menège), also portable engines (locomobiles) and horse gear for the thrashing machines; rollers, plain and toothed; disk harrows; spiked tooth harrows; seed sowers; winnowing machines, seed dressing machines, Indian corn shellers, rice threshers, chaff cutters, corn crushers, root cutters, centrifugal cream separators, churns-all worked either by hand, horse gear, steam or water power; potato and beet diggers, drawn by animals; scythes with wooden handles; and sprayers (pulverisateurs).

Duty free, admission will also be accorded to the following articles during the same period, provided that special application for duty-free admission be made when the articles are imported; Cotton gins; water wheels; apparatus for well boring; smail thrashing machines worked by hand; fruit drying machines; bee hives; oil presses; and small machines used in agriculture. It is understood that the question of admitting agricultural machines and implements duty free from the 1st-14th August, 1911, will be considered by the Turkish authorities at a future date.

Spain Asks Bids on New Railroad

Tenders are invited by the "Dirección General de Obras Públicas, Ministerio de Fomento," Madrid, for the construction of a strategic railway from Beeza to Alcaraz via Ubeda and Villacarillo. The line is to be a single track of one metre gauge and the rails must weigh not less than 30 kilogs,, or for steep gradients not less than 35 kilogs. Means must be provided for the transport of artillery. Plans and specifications must be sent in by February 13, 1911. This contract is open to Spanish firms only, but it is possible that some of the material required may have to be obtained out of Spain.

New Line to Lisbon from New Bedford

A new steamship service between New Bedford and Lisbon, and touching at the Azores on the run to the Massachusetts port and at the Cape de Verde Islands on the outward run, will be inaugurated in the spring. The steamer engaged for this service is a vessel of 1,800 tons, with a passenger capacity of 500. She will leave Lisbon in March and is due to arrive at New Bedford in April on her first trip. The line will be operated by the Empreza Lusitana de Navegação, Ltd.

Turkey Asks Bids on Military Supplies

The Ministry of War at Constantinople will shortly consider tenders for the supply of: (1) 800,000 metres of gold braid: 500,000 trouser buckles; 100,000 trouser buttons; 2,000,000 small trouser buttons, (2) 200,000 buttons of dull metal. Tenders should be addressed to the "Ministère de la Guerre," Constantinople. A deposit of 10 per cent, of the offer will be required to qualify tenders. For further particulars, firms interested should apply through their agents in Turkey at the "Commission des Achats du Ministère de la Guerre," Constantinople,

What Roumania Classes as Agricultural Machinery

We are in receipt of translation of a notification of the Roumanian Ministry of Finance, in accordance with which the following kinds of machinery are in future to be considered as agricultural machinery and assessed for duty at the rate of 2 lei per 100 kilogs, gross weight:

Steam ploughs; steam harrows; steam rollers with portable or traction engines; broadcast dung spreading machines; drills and sowing machines; potato planters; extirpators; harvesting machines; hay rakes and haymaking machines; hay or straw elevators; machines for digging potatoes, beetroot or turnips; thrashing machines for hand, horse or steam power; grain cleaning machines for hand, horse or steam power: maize thrashing machines for hand, horse or steam power; grain cleaners and separators; chaff cutters for hand, horse or steam power; turnip cutters for hand, horse or steam power; grain and maize cutters for hand, horse or steam power; grape and fruit presses; straw or hay presses for hand, horse or steam power; grape crushers;

machines for cleaning milk; cheese making machines; cream Denmark in Market for Rolling Stock

separators; churns; sprayers for vines, potatoes, etc.

The Danish Minister of Public Works has applied for a credit of about 4,750,000 kronen (\$1,320,000), to be carried over the 1911-12 and 1912-13 budgets, for the purchase of rolling stock for the Danish State Railways. About one-third of the abovementioned sum will be devoted to the purchase of twenty-three locomotives, for which tenders will be invited in due course.

Another Leviathan for the Cunard Line

The Cunard Steamship Company has placed a contract with a Scotch shipbuilding concern for the construction of a big liner for the New York service. The specifications call for a vessel a little longer than the White Star liner Olympie, at present the largest vessel in the world. She will be 885 feet in length, with a total displacement of 50,000 tons, and a speed of about 23 knots. She will carry 650 first-class passengers, 740 second-class and 2,400 steerage.

American Exhibits at International Art Show

Hensel, Bruckmann & Lorbacher, 29 Broadway, New York, announce that they have been appointed official forwarders for the International Exchange of Art which is to be held at Rome. Italy, from February to October, 1911. The American Building at the Exposition has been built entirely of American materials and about a million dollars worth of American paintings, sculptures and other works of art will be housed in it during the show.

Rolling Stock Needed by Italian Railways

The Italian State Railway authorities, it is stated, will shortly invite tenders for the supply of 200 locomotives, 250 passenger coaches and 4,500 freight cars.

Foreign Patents Protected in the Netherlands

The Netherlands Parliament has recently adopted a bill granting State protection to foreign patents on payment of a small fee. Until now foreign inventions have not been pro-

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Correction Notes for the "Exporters' Encyclopaedia." DECEMBER, 1910

To Users of the "Exporters' Encyclopaedia"

The "correction notes" herewith are the last that will be issued for the sixth (1910) edition of the "Exporters' Encyclopædia." With the January issue of the Exporters' Review we will commence furnishing "correction notes" for the 1911 edition of the "Encyclopædia" and these corrections cannot be used in any previous edition.

Send in your order at once for the new book, as all subscriptions for 1910 expire with this issue of the "Exporters' Review." See announcement on page 17.

EXPORTERS' ENCYCLOPAEDIA CO., 80 BROAD STREET, NEW YORK.

CHILE (page 238) CONSULAR REGULATIONS.

It is no longer necessary to state the name of the manufacturer of the goods in the Consular Invoice.

SHIPPING ROUTES FROM NEW ORLEANS

Route 2 (page 731) Sailings are now weekly for San Juan, Ponce and Mayaguez.

December, 1910

LEEWARD ISLANDS

Route 1 (page 473)

Sailings are now every alternate Tuesday, but commencing January 21 will be every alternate Saturday.

December 1910

WINDWARD ISLANDS

Route 1 (page 682)

Sailings are now every alternate Tuesday, but commencing January 21 will be every alternate Saturday.

> December, 1916 BRITISH GUIANA

Route 2 (page 224)

Sailings are now every alternate Tuesday, but commencing January 21 will be every alternate Saturday.

December, 1910 PERU (page 545) CONSULAR REGULATIONS.

The exportation to Peru of live stock (cattle and fowls) as well as that of trees, shrubs, plants and seeds, is forbidden, unless accompanied by a certificate from the health authorities of the port of exportation (and therefore an official document) to the effect that the cattle, etc., are free from any disease whatsoever.

December, 1910

CUBA (page 280)

Consular invoices must now show the amount of freight paid from the starting point of the shipment to the port of exportation, except when the goods are sold f. o. b. port of exportation, in which case a statement to that effect must be made on the invoices. If the shipment has been insured, the cost of same must also appear on the consular invoices. freight from the port of exportation to destination need not be shown.

December, 1910

CUBA (page 200)

Route 7.

Steamers now load at Pier 8, East River, near Coenties Slip.

This line no longer quotes a definite price for a minimum bill of lading,

CONSULAR INVOICES FOR

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Portugal.-La República mas Reciente

Su Historia, Clima, Productos y Commercio extrangero. En vista de los recientes sucesos en la Peninsula Iberica y su relacion historica con las Republicas Latinas, opinamos que este artículo será leido con interés por nuestros lectores en las Americas Hispano Americanas.



OMO se vé en el Mapa, Portugal ocupa la parte Oeste de la Penius sula Iberica, entre España y el Oceano Atlantico. Tiene un territorio de 345 Millas de largo por 140 de ancho, con area de 35-737 millas cuadradas y como que sus finderos con España, no son natura

les, sino lineas convenidas, parece razonable el temor de que los disturbios políticos ocurridos recientemente se estendieran a España.

El paralelogramo que forman sus lineas está dido en seis Provincias llamadas Minho, Bevia, Trasos-Montes, Extremadura, Alentejo y Algarve; y las próximas Islas de Azores y Madeira.

Sus principales Cindades, son Lisboa, la Capital; Oporto, su principal Puerto, y Braga, eutbal y Coimbra.

Aunque ningun Rio de importancia tiene su nacimiento el Portugal, cuenta sin embargo con los de origen Español, importantes vias de navegacion, tales como el Douro, Tagus y el Guadiana. Sin embargo su interior que es bastante montañoso, contiene grandes valles y terrenos de gran fertilidad y en extremo lindos, y productivos.

Sus productos minerales son mas notables por la variedad que por su cantidad, si bien hay muchos que pueden explotarse con gran lucro, incluyendo entre ellos Plomo argentifero, Cobre, Oro, Hierro, Cobalto, Bismuto, Antimonio, sus minas produciendo tambien finos Marmoles, Pizarras, Salitre, Piedras litegraficas y de Molinos asi como tambien abundancia de arcillas para Porcelana. Ademas contiene cantidades de Sal que se forman naturalmente en sus muchas. Salimas en las costas y no de menos importancia, tiene mas de 200 manantiales de aguas minerales, muchos de ellas sulfurosas.

Su clima modificado por los vientos del Atlantico y la altura de sus montañas es variable, la temperatura del verano refrescada por los vientos del Mar y
sus frios acentuados por las montañas liaciendolos
mas rigurosos que los de otros lugares en la misma
latitud pero el invierno siendo corto y moderado a
veces no interrumpe la vegetacion y compara favorablemente con el de la Baja California. En muclas
partes hay una doble Primavera, la primera en Febrero, cuando la vegetacion ercee rapidamente y la
segunda a fines de Setiembre despues de unas seis
semanas de seca. En Noviembre caen diluvios de agua

con huracanes y tormentas electricas, y los terremotos no son desconocidos, siendo historico el que destruyó la Ciudad de Lisboa en el año 1755.

Sus montes abundan en arboles finos, incluyendo Robles y valiosos Alcornoques, Castaños en las Provincias Centrales y del Sud.

Su Flora es notable por su gran variedad que escede 4,000 especies y la que a la par de su Fauna es muy parecida a la de España.

Agricultura es de muy poca importancia, siendo muchos los años en que no produce lo necesario para el consumo de su Pueblo. Sus productos son Trigo, Maiz, Cebada, y Centeno, y en terrenos cenagozos algun Arroz. Frutas de excelentes cualidades abundan y en los districtos mas cálidos Naranjas, Limones y Olivas se cultivan en bastante gran escala. La Mora tambien se cultiva y el producto en seda no deja de tener importancia comercial. Las viñas abundan gracias a la gran demanda de sus vinos para la Inela-

Entre los animales, la Mula está en primera fila, su excelencia siendo notoria y conservada con mucho empeño, Ovejas, Chivos y Puercos alumdan pero poca es la atención que se dá a su mejoramento. Bueyes y Vacas son de poca importancia.

Sus Manufacturas son pocas aunque en los ultimos años han aumentado considerablemente y telas de Algodon se empiezan a importar. A mas de estas se exportan tambien algunos generos de lana, porcelanas, loza, sedas, encages, articulos de cobre y oja lata, sombreros, dulces, jabones, joyas, piedras de cristal, papel, catrono, diyétos de mimbre, y tabaco.

Sus importaciones consisten de Cereales, productos coloniales, generos de hilo, algodon, seda y lanas, hierro, acero y otros metales, maquinaria, pescados secos, petroleo, maderas, tintes y drogas; mientras que sus Exportaciones, son, Vinos, Corcho, Ganado, Algodones, Aceite de Olivas, Sardinas, Atun y Frutas; así como tambien algun Hierro, Piritas de Cobre y Caballos,

Segun las estatisticas del Departamento de Comercio en Washington su Comercio con los Estados Unidos en los ultimos tres años, ha sido como segue:

1908. Importaciones, \$4,967,922; Exportaciones, \$3,086,072.—1909. Importaciones, \$6,240,562; Exportaciones, \$3,001,405.—1910. Importaciones, \$6,507,783; Exportaciones, \$3,223,355.

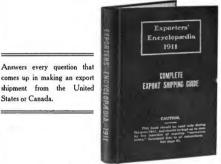
(Continúa a la página 18)

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States or Canada.

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(Continúa de la página 16)

Millas tras millas de Muelles y millones de pies eubicos de almacenes accesibles para las mercancias que entran ó salen, hacen de New-York el centro mas economico para el movimiento comercial en el Continente Americano.

El consumo de productos extrangeros en New-Vork, es cosa, estupenda y monta a muchos millones de dollars; entre ellos hay que contar con los innumerables traficantes en materiales primos, necesarios en las numerosas Fábricas tanto de la Ciudad en si, como en sus arrabales y poblaciones vecimas, mientras que los Comerciantes del interior del Pais necesariamente han de encontrar aquí el centro de cuantos articulos fabricados ó naturales han de necesitar para sus negocios ó fábricas, así pues del Norte, Oeste y Sud, diariamente llegan a la gran metropolis un egercito de traficantes en cuantos productos se conocen en el Mundo.

Como centro suplidor y distributor, New-York no tiene riyal, y las embarcaciones, sean rápidos vapores ó humildes veleros, se surten aqui de cuanto pueden necesitar en abastos y reparaciones.

De artículos marínos (asi llamados) la exportacion es grande, mientras que la importacion es insignificante. De los artículos exportados por valor de millones de dollars, haremos mencion de unos pocos; Banderas, surtimos a todo el mundo, porque las nuestras son superiores en material y duracion, mientras que velas para buques y botes han adquirido tal renombre que los Yachts de otras naciones usan las nuestras con preferencia y en las grandes regatas de botes en el Rio Thames, el remo Americano apesar de costar de \$7.00 para arriba es conspicuo, porque se le reconoce la superioridad que realmente tiene. La ferreteria, sea de hierro ó metal mas precioso, se encuentra y solicita en todo el mundo y la marca de ser hecha en New-York es aceptada como garantia de que no hay mejor en ninguna parte, y aunque muchos de estos articulos se fabriquen en otras ciudades, el nombre de la Metropolis es la mejor garantia que pueden llevar.

Una lista de estos necesarios artículos llenaria mas espacio del que coutienen todas las columnas de esta Revista, sin embargo no pasaremos sin mencion nuestras superiorisimas pinturas y barnices que se venden en grandes cantidades a las embarcaciones extrangeras y se exportan por valor de muchos millones de dollars. Remos Americanos se conocen y usan en todos los mares y as ea el pequeño de escasamente cinco pies de largo hasta los de 26 pies, usados por peseadores de Ballenas, etc., y ya sean hechos en Ohio porque alli se encuentra el mejor abeto ó en Arkansas, donde se fabrican millones, la circunstaucia de que se hau vendido en New-York, basta y sobra para el comprador.

Podriamos continuar detallando largamente pero nuestro espacio no lo permite, así pues concluiremos diciendo a nuestros lectores, que la mente humana no abraza lo que podriamos decir y solo el que ha tenido la fortuna de visitar esta gran Ciudad y pasado en ella algunos dias, visitando sus establecimientos, depositos, aquas y vias de transporte puede apreciar la enormidad de la vida y movimiento mercantil que el Newyorquino no parece realizar pero que prontamente extraña tau protto se aleja de el.

A NUESTROS LECTORES SUD-AMERICANOS

LA "EXPORTERS' ENCYCLOPEDIA," ahora en el sexto año de se u publicacion, es la única guia de Exportacion publicada en los Estados Unidos. Contiene cuantos informes y detalles puede necesitar el embarcador y se recomienda como obra de consulta y referencia para Comerciantes, Fabricantes y las diversas Compañias de Vapores al Extrangero.

LA "EXPORTERS' REVIEW" es una publicacion mensual en la que a via de suplemento se corrige y amplia el contenido de aquella, sin lo cual seria una obra incompleta y de poco valor; asi pues la "RE-VIEW" debe guardarse y archivarse cuidadosamente.

Continuamente récibimos cartas de Fabricantes y otros preguntando nombre y direccion de firmas respectables a quienes poder recomendar sus embarques, cobros de valores, etc., etc.

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Nuestros lectores en Sud America, pueden con toda confianza dirigir nos sus cartas y nos encontrarán siempre dispuestos á informarles respecto a Mercancias, Fabricantes, Exportadores, etc., etc.

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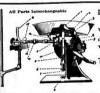
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Should Cause Demand for Sugar Machinery

Owing to Philippine sugars being admitted into the United States free of import duty the great bulk of the production is now being sent to that market, principally to the Atlantic coast, but some to San Francisco. The depression which has existed in the sugar industry for a number of years is fast disappearing, and, as prices have advanced materially, planters are now able to work their estates at a good profit. Owing to the renewed activity on the sugar estates there has been a considerable demand for sugar machinery, chiefly to repair or renew old mills; although there has been some talk of building large up-to-date factories, so far none have been erected and the sugar is still being produced by the old primitive methods. Considerable numbers of "carabao" have been imported from China to work on the estates, and the yearly production of sugar is bound to increase. The maximum yearly quantity allowed into the United States free of import duty has been fixed at 300,000 tons, and it is expected that the total production will not reach this figure for several years to come.

American Rolling Stock in Manchuria

American bridge builders and manufacturers of locomorives and cars will profit by the reconstruction of the railroad from Antung to Mukden in Manchuria, notwithstanding the fact that the Japanese are building the road. The little narrow gauge road, which served during the Russo-Japanese war for military uses, is being transformed into a well appointed standard gauge railroad. American rolling stock is to be used upon the new line, and the bridges have been ordered from the United States because American manufacturers were able to supply them within the shortest time.

Rubber Cultivation Started in Philippines

"With the vast increase in the world's demand for rubber, and the rise in price of this product, considerable attention has been given to rubber cultivation in the Philippines," writes a correspondent. "Exhaustive experiments have been made by the Bureau of Agriculture and by private persons with, on the whole, very satisfactory results. Extensive planting has taken place in the province of Batsan, which forms the western wall of Manila Bay, and in the Islands of Mindnaon and Basilian in the south of the Archipelago. These trees are not yet old enough to produce rubber, but it is hoped that in time the United States market will receive a large proportion of its supply from the islands."

Automobiles Replace Horse Transport in Persia

An automobile freight service was established in June last on the Tabris road in northwestern Persia. At present two motor cars and five freight trucks are running on the road. A train consisting of a motor car and two or three trucks carries about 12 tons, and covers the 90 miles between Julla, on the Russian frontier, and Tabriz, in 14 hours. The carrying capacity of the motor cars and trucks is not more than 290 tons a month, while about \$6,000 tons of merchandise pass along the Tabriz road annually. A passenger motor service also last been maintained along the road since March last, and up to the middle of September 1,600 passengers had been carried.

Show Cards and Calendars Wanted for India

We are in receipt of the following from the Bharatodaya Pharmacy, Poona City, India, dated December 3, 1910: The Exporters' Encyclopaedia Company, New York.

Dear Sirs:—We are glad to inform you that we are going carefully into all the letters received by us from different foreign countries through your instructions, and we assure reyou we will do the best we can in all cases. Further, we request you to instruct your constituents to forward us their respective show cards and calendars for the new year. These will will be very useful for us to decorate our stalls in various exhibitions in India. Yours faithfully

D. N. BROTHERS, Proprietors.

Regular Service for China and Japan Ports

Autouucement is made of the new schedule to be maintained this year by the Pacific Mail S. Co. and the Topo Kinen Kaisha. Beginning with the departure of the Pacific Mail S. Co. and the Topo Kinen Kaisha. Beginning with the departure of the Pacific Mail liner "Mongolia" from San Francisco January 7, there will be a saling every Wednesday from that port for Honolulu and ports in China and Japan. Once a month a special call will be made at Manila. By a joint arrangement between the Pacific Mail and the Japanese company passengers may stop over at the various ports of call, continuing on a steamer of either line.

Americans to Build Chinese Cruiser

American naval shipwrights have managed to secure another contract from abroad. Though the boat is a little one, being a training cruiser of 2600 tons for the Chinese navy, it is believed to be the precursor to other orders. This contract, of the signing of which the State Department has been notified, is probably the result of the visit to this country last summer of the Chinese commission headed by Tasi Ham.

Increased Japanese Foreign Trade in 1910

The Japanese Financial Commissioner announces that the exports of Japan during 1010 amounted to 472,622,000 yen, while the imports amounted to 472,002,000 yen, an excess of exports over imports of 222,000 yen. The exports show an increase of 50,514,000 yen, say 14 per cent, and imports of 78,004,000 yen, say 20 per cent, as compared with the corresponding period of the previous year.

Big Shipment of American Locomotives

The Brooks plant of the American Locomotive Company recently shipped ten passenger engines to the Imperial Railroad of Japan. The engines are of the same type that are used on American railroads.

Large Independent Oil Shipment for India

The sailing early this month from Philadelphia of the British steamship Ellen with 1,691.600 gallons of refined oil in cases for Suez for orders, marks the first independent shipment to India in 15 years. The Standard Oil Company for years has enjoyed a monopoly of the oil business in that section of the world, and the shipment just sent out by the Union Petroleum Company is regarded as evidence that the Standard is going to have competition in that territory.

AFRICA CAIRO TO THE CAPE

DIA MENANDANI ME

Developments in African Mining District

At the annual meeting of Tanganyika Concessions, Ltd., recently held in London, it was stated that the first blast furnace at the Star of the Congo mine, producing 1,000 tons of copper monthly, would be in operation in April next and that the reduction plant, to produce another 1,500 tons monthly, is now being shipped and will be started as soon as possible after the first blast furnace is in full working order, increasing the output to 2,500 tons per month, or 30,000 tons per annum-to be increased to 40,000 tons by the end of this year when the railway is extended to the Kambove mine. It was further stated by the managing director that there are practically unlimited supplies of ore in the Katanga eopper belt, that the amount of copper that can be produced is only limited by the time it takes for the railways to connect with the mines, and that when the Benguella Railway is completed there will probably be an increase up to too,000 tons from the Star or eastern end of the copper belt, and of a similar quantity from the Kolwezi or western end, the cost of production delivered in Europe not exceeding £32 per ton of copper when smelting with European coke, as at present,

Should Create Demand for Dairy Implements

The establishment of over 100 experimental dairy farms by the British South Africa Co. throughou Rhodesia has met with great success. Expert opinion upon the cheese and butter produced there is that Rhodesia can comptee with the world's greatest dairy countries. It is expected that a further expansion of this industry will take place and it should pay American manufacturers of dairy implements to investigate this market as a source for export trade.

Marked Increase in Rhodesia's Imports

The general expansion of Rhodesian trade during the first seven months of last year has been a gratifying feature of the country's progress. A considerable increase in the importation of stores required for mining purposes is noted, in view of the great development of the country's mining industry; for the seven months named there have been increases of £11,000 for machinery, £7,000 for dynamic, and £5,000 for candles.

New Line Soon Between Belgium and Congo

The Belgian Navigation Co, which intends to run a regular service between Antwerp and the Compo coast, was founded recently, and will begin operations next month. The capital of toomonof, has been subscribed—footogoof, in Belgium and 4000,000 f. in Germany by the Woermann Line and its friends. The basis of the new venture is a ten year's contract with the Belgian Government for the freight traffic between Belgium and the Congo State.

Canadian Flour Ousting American in South Africa

The Canadian Department of Trade and Commerce reports that the Canadian Trade Commissioner at Cape Town states that while flour imports from the United States and Argentina are decreasing rapidly, out of 67,531 tons imported last year 65,195 tons eams from Canada. The value of flour brought from Canada has increased in three years from \$6,25,-26, 255 to \$1,11,500.

South Africa's Foreign Trade Improving

The extension of railway facilities in South Africa has been going on steadily for some years past, and to-day the Union Government possesses 6,700 miles of railroad throughout the various provinces. The magnitude of the country's stake in its railways will be realized when it is mentioned that the capital expenditure upon the lines within the union stands in the Government books at well over \$70,000,000. For the nine months ended September 30 last the total value of imports into South Africa was £30,745,000, as against £22,-490,000 for the corresponding period of 1909, an increase of 48,255,000. The increase of imports is represented largely by articles of merchandise which are not yet manufactured to any extent in South Africa. Wearing apparel and cotton manufactures account for £1,000,000; iron and steel manufactures, hardware and machinery for over £2,000,000. There is a small increase of about £250,000 in the importation of articles of food, etc.; but considering the increasing population and the greater spending power, the small increase in this direction rather suggests larger consumption of local productions, and points to the near approach to a time when South Africa will be able to supply the bulk of her own food requirements. The total exports for the nine months ended September 30 have increased by £4,150,000, the figures being £41,554,000, as compared with £37,395,000 for the corresponding period of last year. Advancement has been made all along the line of production. The export of raw gold at £23,647,000 shows an increase of £475,000.

Government Railway Development in Congo State

The Belgian Government is considering a project for a railway between Broken Ibill and Kindu, which would facilitate trade between Katanga and the lower Congo. The route of a second line through the heart of Kasai has already been surveyed, and construction work will shortly be begun. The surveying operations on the Congo section of the line, designed to improve the communications between the Cape, Katanga, the Great Lakes and the Nile, are on the point of completion. It is estimated that the cost of the section from Bukama to Elisabethville will be about \$10.000.000.

What the Gold Coast Imported Last Year

According to a report by the Comptroller of Customs at a report, published in the Gold Coast Government Gazette of April 30, the value of the merchandise imported into the colony during the year 1909 was \$10,025,975, as compared with \$9,345,340 in 1008

The principal items imported were apparel, building material, coal, cordage, cotton yarn and twist, cutton goods (excluding yarn and twist), flour, hardware, machinery, provisions, railway plant and rolling stock, rice, silk goods, soap, sugar, tobacco and wines and spirits.

New Service Between Antwerp and Beira

Negotiations are progressing for the creation in the near ruture of a direct steamship service between Antwerp and Beira, Portuguese East Africa, which will allow travelers to reach the Katanga mining district without having to journey via the Cape.

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AUSTRALIA INCLUDING HAWAII & OCEANIA

The state of the s

Proposed Public Expenditures in New Zealand

The sum of £3,105,000 will be expended by the New Zealand Government in 1911, as follows: £1,000,000 on railway construetion, £485,000 on improvements and the duplication of open lines, £712,000 on roads and bridges, £413,000 on public buildings, £300,000 on the development of water power, and £140,000 on telegraphs It is also proposed to begin immediately practical work in connection with the development of water-power schemes, among them one on Lake Coleridge, where it is said 10,000 horsepower could be developed at a cost of, approximately, £300,-000, to transmit energy to Christchurch, 70 miles distant. It is also proposed to supply Wellington with power generated by the Hutt River and Auckland with power generated by the Huka Falls or Kaituna

Full Cargo of Steel Rails for Australia

The British steamship Strathan, which recently sailed from Baltimore for ports in Australia, carried a full cargo of steel rails rolled by the Maryland Steel Co., of Sparrow's Point, Md., for the government railways of Australia.

Plan Big Smelter for Tasmania

Mr. T. D. Merton, of the Metals Extraction Company, has opened negotiations with the manager of the Van Diemens Land Company for land required for the erection of extensive smelting works at Burnic, Tasmania. It is stated the works will employ some 2,000 men, and that West Coast and other ores will be treated for all their products.

Improved Service Between Canada and New Zealand

Marion and the second

Announcement is made that Canada and New Zealand have agreed to enter into an arrangement for a trans-Pacific steamship service. The existing agreement with the Canadian-Australian Steamship Company for the service between Vancouver and Australia expires July 31. Tenders for the service were ealled for last summer, but the only ones reecived were from the New Zealand Shipping Company, These provided several alternative services: One between Canada and New Zealand alone; another between Canada and Australia, stopping at Sydney; another stopping at Melbourne, and another, including Brisbane, Sydney and Melbourne. All these latter involved a call at a New Zealand port on both voyages.

The Canadian Government accepted the tender providing for calls at New Zealand, but the Australian commonwealth declined to be a party to any contract which included the call at New Zealand. Canada and New Zealand have an interpreferential tariff agreement: Australia has declined to accept Canada's standing offer for such a preference. It is felt by the Canadian Government that the better policy is to subsidize the line which offers the best prospects for trade development.

The subsidy to the line to New Zealand to be paid by Canada is to be £37,090 18s 2d, while New Zealand will pay £20,000 a year as against £25,000 now paid by Australia for the existing service. The contract calls for a service leaving Vancouver every four weeks.



5469 biscuits Chi

5971

FOREIGN TRADE OPPORTUNITIES

The following are among inquiries received by the Bureau of Manufactures, of the Department of Commerce and Labor, Washington, D. C., during last month. Manufacturers interested can obtain full anufactures and referring to the number given.

L. R. (2)		particulars, free o	fchar	ge, by writing to the Burgzu of Mi
TELL TO	5960	Mining Machinery-	5989	American novelties and specialties-
Section 1	51(6)	Horseshoes and horse- shoe nails-Asia	5995	Office supplies and novelties 4 and Elastic wraving stocking machines
13 75	5962	Near East	5998	Noveltics - Australasia.
MA	5963	Tonato canning out	6000	Musical matrum nts-Latin-America.
E France	5961	Automobile accessor-	6003	Horn buttons United Kingdom Carriages and carriage stock West
	5965	Municipal improve-	6007	Shor leather-Levart. Budge material and construction-S
	5967	Agencies for Ameri-	6012	Trainway and other concessions A. Patent medicines, photographic chi
erica.				etc. Europe.
9 Sardines, 1	flour, reoi -China,	fing, candles, milk and	6016	Machine for paring leather for be
	and sar	gical supplies-Latin-	6017	office appliances Southern Spain.
		dried fruits, etcFar	6019	Construction of railway Latin-Anie Low-priced typewriters Europe,

5872 Fashibis for commercial mass-ram—lapan, 5673 Fashibis for commercial mass-ram—lapan, 5675 Pashibis for commercial mass-ram—lapan, 5676 Pashibis for commercial mass-ram (Clocks, watches and all sorts of novelties —canada. Store fixtures and shoes-Mexico.

Store furtures and shore—Mexico.
Pumps and engines—Intro-America.
Dry goods, shore and novelties—Mexico.
Refriterating plant and electric fixtures—
Latin-America.
Vives of all kinds—Canada.
Cotton gin machinery—Tar East.

India. Scaln. mia.

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Construction of railway-clatin. America.
Low-priced type witters—Europe.
Sugns and advertiving novelites—Canada.
Plomber's unpelies, tim, leads, zinc and
More hosts—South America.
Motor hosts—South America.
Soliving and show cares—Mexico.
House and office furnitur—Canada.
Machinery for the manufacture of wood
matches—South America.
Canada.
Machinery doposal plants and machinery—
More of the manufacture of wood.

matches—South America.
6032 Gorbage disposal plants and machinery—Cuba.
Cuba.
6034 Cooking stores, cotton and woollen goods,
carriages, etc., Furope,
6035 Technical articles—Italy.

occupied and reserving to the number given.

G005 Steam rollers and road-making machinery
—Sysin, o make ropes from fiber—
6040 Machiner merica.

6040 Boulding materials and atructural iron—
Far Fast.

6043 Hotel (armishings—Italy,
6044 Beht dressum—Farupe.

Belt dressing = Furope.
Rice-bulling sanchinery — Europe.
Cuttengeody, prints, duck, etc.—Canary Islands.
American paints - Europe,
American locks - Russia.
Metal repoons and fly juper.—Russia.

6055 6056 6057 Metal spoons and fly paper—Russia, Sail taine, rope, ironware, belting, paper, glue, watches, take, etc.—Germany, Wire fettering, staples and nails—Mexico. Faucets for thick, heavy lauids—Europe. Technical supplies, pumps and joints—Rus-9300

sia.
6061 Cartor-oil and cottonseed oil machinery—
Far East.
6062 Men's furnishings, jewelry and perfumeries—Far East.
6063 Aliminum wars—India.
6064 Carlogues desired for Conanlate—Guate-

mala.

Fire apparatus, vacuum machinery, trucks, etc.—South America.

Cigarette-making machinery—Latin-Amer-6065

6068 Brushes, needles and pins, hardwood for paving and flooring, eramel, etc.—Italy.

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Table Showing Value of Exports (Exclusive of Specie) From

New Tork, Io	December, 1910.
Argentina\$2,693,009	*Mexico\$1,879,833
Austria 859,611	Monaco 120
Belgium 1,151,272	Netherlands 3,710,076
Bolivia 34,381	Netherlands Poss 403,670
Brazil 2,008,503	Norway 305,331
British Poss 5.047.722	Panama 820,190
Bulgaria 3,009	Paraguay 11,412
Central Amer 409,810	Persia 823
Chile 747.948	Peru 209,166
*China 941,060	
Colombia 357,012	Portugal 22.443
Cuba 2,394.878	Portug. Poss 81,021
Denmark 333,252	Roumania 39.646
Danish Poss 46,569	Russia 1,270,035
Ecuador 82,253	*Russian Poss t14,t2;
Egypt 77,5%	San Domingo 295,374
England11,937,312	Scotland 1,140,782
France 2.707,907	Siam 129
French Poss 152,042	Spain 195.084
Germany 4,500,520	Spanish Poss 3,841
German Poss 10,569	Sweden 262,605
Greece 43.74?	Switzerland 34.087
Haiti 529.866	Tripoli
Ireland 36,615	Tunis 6,869
Italy 1,943,966	Turkey (in Asia) 43,566
*Japan	Turkey (in (Eur.). 156,621
Kongo 213	Uruguay 295.372
*Korea 416.471	Venezuela 321,242
Liberia 1,716	Wales 374.583

*Exclusive of overland shipments.

Total exports same period, 1900=\$648.512.110.

Total exports since Jan. 1, 1910=\$708,930,031. Canadian City Needs Water Supply Material

Tenders are invited by the municipal authorities at Souris, Manitoba, up to February 1 next, for the supply during the spring and summer of 1911 of the following material: About 475 tons of standard cast-iron water pipes, with special eastings, 70 fire hydrams, 45 valves, 45 valve boxes, 2000 pounds of 1910 lead, 2000 pounds of onkum, and 81,300 feet of standard vitrified sewer pipe, with specials. Further particulars may be obtained from Mr. J. W. Breakey, secretary-treasurer, Souris, P. O. Manitoba.

Tenders Invited to Work Greek Iron Mine

Tenders are invited by the Greek Ministry of Finance until May 16 for a concession for working an from mine at Serifica. The competition will turn on the amount of royalty per ton to the paid to the State on all ore obtained. A deposit of soad drachmax (\$4,000) will be required with each tender, to be increased by the successful tenderer to 50,000 drachmax (\$6,000).

Removal of Well-Known Forwarding Concern

The old established forwarding and freight brokerage concern of W O. Smith & Co., which has been located in the New York Produce Exchange for the past twelve years, has moved to 26 Whitehall street, convenient to the New York Custom House and to the offices of the transatlantic steamship lines. The Smith concern has made a specialty of export tobacco shipments for many years but is prepared to handle exports of manufactured goods of all kinds for any part of the world.

Our Cotton Exports Make New Record

The highest record ever made in the exports of raw cotton from the United States was achieved in 1010, when \$130,000,000 worth of the product was sent to foreign lands. This new record exceeded by more than \$60,000,000 the previous best year in the value of cotton exported. The quantity exported, however, was materially less than in certain earlier years, having been only 3,641,000,000 pounds, against 4.374,000,000 in 1908, when the value was \$430,000,000. The average export price in 1910 was 141/2 cents a pound, against practically 10 cents in 1908, the high record year for quantity, the average export price in 1010 having been higher than in any year since 1874. The countries to which this \$530,000,000 worth of cotton exported in 1910 went, stated in order of magnitude of their purchases, are as follows: United Kingdom, approximately, \$243,000,000; Germany, \$140,000,000; France, \$62,000,000; Italy, \$28,000,000; Spain, \$16,000,000; Canada, \$10,500,000, and Japan, \$0,000,000.

Large Sum for Railroad Construction and Supplies

The sum provided by the Swiss Government for railroad construction work and rolling stock during the year is 24,428.00 ft, talout \$5,80,000; this includes work on the second gallery of the Simplon tumed, 20,0000 ft; the Kieken railway, 2000,000 ft; the Lake Brieur railway, 1,000,000 ft; doubling the track on long stretches of the existing lines; and important extension work on various stations. For the acquisition of rolling stock a sum of 60,57,55 ft; falsou \$1,3,0000; is, provided, including 2,401,000 ft, for 20 [occomotives, 3,12,000] is, provided, including 2,501,000 ft, for 70 [feeth case, etc.

American Coke for South America

Capitalists interested in a number of coke companies in the Uniontown and Klondike regions of Western Pennsylvania are preparing to take out a charter for a corporation that will allow them to sliip coke to the South American coast. The product will be brought to Pitsburg, sent down the river to New Orleans, and thence through the Panama Canal to its destination.

Improved Mechanism for Stacking Cases or Bales

The New York Revolving Portable Elevator Co., manufacturers of a portable nering machine for stacking bales, boxes, etc., and known as the "Revolvator," whose plant suffered complete destruction by fire last October, now have in course of construction a new factory which will in every way be superior to their old plant. The new building will have every modern convenience, and with new machinery, run by individual motors, the capacity will be three times that of the old plant. At the rate they are now booking orders for future delivery, it would seem as if the new plant would be worked up to the full eapacity from the start. Having plenty of ground for expansion, the business can be enlarged to take care of any increased demand. The new location is within a few hundred feet of the old property, pear the Greenville (Jersey City) station of the Central R. R. of N. J. This company is now publishing new descriptive literature on their apparatus, which can be obtained by applying to the new address. A picture of the "Revolvator" in action is shown on the opposite page.



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These points are fully explained in our descriptive circular. Write for a copy; also state size of boxes you wish to handle and give height of ceilings, and we will quote prices.

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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS

(Subject to Change.)

NOTE.—The lines are arranged alphabetically under the port of departure. This enables subscribers to the seventh (1911) edition of the "Exporters' Encyclopaedia" to ascertain quickly the proposed sailings of all lines, except where the agents could furnish no advance information.

CAUTION.—The sailing dates given below, although compiled with extreme care, should be considered as merely approximate, except for the regular Trans-Atlantic passenger lines. The publishers, however, assume no responsibility as to the accuracy of the information.

From New York

AMERICAN & AFRICAN S. S. LINE: For Cape Town, Algon Bay. Mast London, Port Natal, Delagon Bay-Tork Castle, Feb. 4.

AMERICAN ASIATIC S. S. CO.: For China and Japan-

AMERICAN & AUSTRALIAN S. S. LIME: For Fre-bunctic, Adeluide, Melbonrae, Sydney and Brisbane— Alconda, Jan. 23; Westminster, Feb. 20. AMERICAN & AUSTRALIAN S. S. LINE: For Mel-lourne, Sydney, Auckland, Wellington, Lyttleton and

AMERICAN & CUBAN S. S. LINE: Guardanamo, Saullago, Manzanillo and Clenfuegos-Lin. Jan. 25: For Havaou, Cardense, Sagua and Cabarieu-Santa Clara, Feb. 12.

AMERICAN & INDIAN ILUE: For Port Said, Bom-ier, Teticorie, Colombe, Karikal and Calcutta—State safési, Jan. 25; For Port Said, Bombar, Comman and Calcutta, Nedentels, Jan. 31; For Port Said, John, Educidah, Bombary & Calcutta, Withearfels, Faid,

*AMERICAN LINE: .For Southampton-St. Paul, Feb. 11. St. Louis, Feb. 25; St. Paul, Mcb. 11; St. Louis, Mcb. 25.

AMERICAN AND MANCHURIAN LINE: For China

AMERICAN & ORIENTAL LINE. For Hong Kong. Stanglial, Kobe and Yokobama-Afging Prince, Jan.

AMERICAN-HAWAIIAN S. S. CO.: For Puerlo Mex-AMERICAN RIO PLATA LINE: For Montevideo, Bus-ton Africa and Researto-Queen Elianbeth, Jan. 25.

*ANCHOR LINE. For Glasgow—Columbia, Jan. 21; Caledonia, Feb. 4; Furnessia, Feb. tt: California, Feb. 18; Columbia, Feb. 25; Caledonia, Mch.4. ANCHOR LINE: For Legborn-Italia, Peb 14: Cala-

ATLANTIC TRANSPORT LINE: For London-Minne-tons, Jan. 21; Minnehahn, Jan. 28; Mesaba, Feb. 4; Minnewanka, Feb. 11; Minneapolis, Feb. 18.

'AUSTRO-AMERICAN S. S. CO., LTD.: For Patras, Venice and Trieste-Alice, Jan 18; Martha Washing-ton, Jon. 25; Oceania, Mch. 1.

BARBER LINE: For Hong Kong, Shanghai, Kobe and Jokolama-Dacre Castle, Pcl., 5. BARBER LINE: For Montevideo. Buenos Ayres and Rosario-Jungshoved, Jan. 17; Trabbuch, Jan. 30.

BARBER LINE: For Havre and Dunkirk-A steamer

BOOTH LINE: For Para and Manaos-Cearense, Feb. 5. Cristopher, Feb. 15; Clement, Mch. 5. BOOTH LINE: For Para, Marssham, Cears and Parna-hylo-Bernard, Jan. 25; Polycarp, Feb. 25.

BRISTOL CITY LINE: For Swarrers and Bristol-A CLYDE STEAMSHIP CO. (WEST INDIA LINE): For Turn's Island. Monte Cristi, Poerte Plata, Samona, Sanchez, Macoria and San Bombigo City.

**COMPAGNIE GENERAL TRANSATLANTIQUE: For Mixtra—La Provence, Jan. 19; Nagara, Jan. 21; Lu Bestane, Jan. 26; Urginle, Jan. 29; Le Sariol, Feb. 2 Eoride, Feb. 4; Chicago, Feb. 4, La Touriane, Feb. 9; Carolline, Feb. 18; La Gascegne, Feb. 18; Espagne, Feb. 28; La Gascegne, Feb. 18; Espagne, Feb. 28.

COMPAGNIE GENERALE TRANSATIONTIQUE: For out and Dunkirk-St. Laurent, Feb.

COMPANIA TRASATLANTICA: For Havana, Vera Cruz and Puerto Mexico-A steemer Feb. 11 and Mch. 12. COMPANIA TRASATLANTICA: For Cadle and Barce-

*CUNARD LINE: For Liverpool—Lusiinnia, Jan. 18: Caspunia, Jan. 25: Mauretama, Feb. 1; Lusitania, Feb. 8, Camponia, Feb. 15; Mauretania, Feb. 22; Lusi-ranta, Mat. 1.

CUMARD LINE: For Gibralter, Genoa Naples and Flome—(arodds, Jau. 21; Carmania, Feb. 18; Pomonia, Feb. 25; also Trieste.

FARRE LINE: For Marsellles-Sant' Anna, Jan. 18: Bond, Feb. 4: Madonna, Feb. 11; Venezia, Feb. 18; Germagia, Feb. 25,

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24 Whitehall Street New York Branch Offices In CHICAGO, BUFFALO, BOSTON and PHILADELPHIA *RAMBURG-AMERICAN LINE: For Hamburg-Batavia, Jan. 21; Pres. Grant, Jan. 28; Pennsylvonia, Feb. 8; Kien Aug. Victoria, Feb. 11; Pres. Lincoln, Feb. 18.

*HAMBURG-AMERICAN LINE: For Gibraitar, Na-ples and Gebon-Cleveland, Jan. 28; Cincinnati, Feb. ples and Genon-Cleve 14; Batavia, Feb. 28.

HAMBURG-AMERICAN LINE (Atlas Service). For Ibagon, Hayti and Colombia—Prima Sigismund, Jan. 19: Allemanula, Jan 20: Pr. Ettel Friedrich, Pet. 2. Albingia, Feb. 9; Pr. Sigismund, Feb. 10, Allemannia, Feb. 23.

HAMBURO-AMERICAN LINE (Atlas Service): For Inagus. Kingsion, Colon, Port Limon and Bocas del Toro-Saruia, Jan. 21 and Feb. 18; Sibiria, Feb. 4 and Mch, 4.

HAMBURO-AMEBICAN LINE (Allas Service): For Kingston. Colon and Fort Lines --Prinz Aug. Wilbelm. Fvb. 11 and Mch. 11; Prinz Joachim, Jan. 28 and Feb. 25.

HAMBURG-AMERICAN LINE (Atlan Service): For Harana, Santingo, Chenfuegos and Manzanillo-Alle-gheny, Jan. 18 and Feb. 16; Altai, Feb. 1 and Mcb. 1; Hamburg (for Havana ouly), Jan. 25, Feb. 8 and HAMBURG-SOUTH AMERICAN STEAMSHIP CO.1 Por

criambuco, Rio de Jaueire. Santos, Permagos and Rio Grande do Sul-Woglinde, Feb. 10.

HANSA LINE: For Cape Town, Algen Bay, East Lon-don, Port Natal and Delagon Bay-St. Helena, Jan. 25, *HELLENIC TRANSATLANTIC LINE: For Piracus, Surring and Constantinopic-Athinal, Feb. 15.

*HOLLAND AMERICA LINE: For Rotterdam 7; New Ameterdam, Jon. 31; Ryndam, Feb.

HOUSTON LINE: For Cape Town, Algon Bay, East London, Port Natel and Delagon Bay-A straumr

HOUSTON LINE: For Montrvideo, Bornos Ayres. La Plata and Reserio-Trader, Jan. 25; Hyades, Jan. 30. INSULAR LINE. For San June, Ponce and Mayagora - Julia Luckenbach, Jan. 21; Harry Luckenbach, Jan. 29

*ITALIA LINE: For Palermo, Naples and Genos-Thorming, Jan. 30 and Meh. 9.

LAMPORT & HOLT LINE: For Manchesler-Cervantes, Jan. 21; Camoons, Feb. 4. LAMPORT & HOLT LINE: Por Bubin, Rio Janeiro and Santos-Verdi, Jan. 26, Tennyson, Pob. 3; Vasari. Feb. 18.

LAMPORT & HOLT LINE: For Montevideo, Buen-A) rea and Rosario-Verdi, Jun. 20; Vasari, Feb. 18-*LA VELOCE LINE: For Naples and Genou-Oceania, Jan 31. America, Feb. 25.

LLOYD BRAZILEIRO: For Perususbuce, Bahia, Rio de Janciro and Santos-Hugbenden, Jan. 19; Purus, Fab, 28; For Para, Ceara, Perususbuce, Rahia, Rio de Janeiro and Santos-Acre, Jan. 28; Gayaz, Feb. 15.

*LLOYD ITALIANO: For Naples and Gebon-Florids, Feb. 14: Luisiana, Mch. 7.

*LLOYD SABAUDO: For Naples and Genoa-Region di Italia, Jan. 28, Re d' Italia. Feb. 25,

MERCHANTS LINE (New York & Pacific S. S. Co., Lid.: For Punts Arctics, Consuct, Valuataiso, An-LIME CNew York & Pacific S. S. Co., Ltd.; For Found Arenes, Cotonel, Valparaiso, Antofegasta, Junique, Pisagua, Arica, Mollendo, Callino, Salaverry. Etch and Gunyaquil—Cella, Jan. 17; Cacique, Jan. 25.

MUNSON STEAMSHIP LINE: For Matausan, Cardenn Sagua and Cabarlea-Cabana, Feb. I and Mch. Palousa, Jan. 18 and Feb. 15.

MUNSON STEAMSHIP LINE: For Nipe, Nucvitas, Gi-bara-Olinda, Feb. 8 and Meb. 8, Curityba, Jan. 25 and Feb. 22,

*MATIONAL STEAM NAVIOATION CO.: For Piracus, Calemata and Patria- Tatria, late Feb.

*NAVIGAZIONE GENERALE ITALIANA: For Naples and tjepon—Buca d' Aosla, Jan. 21; Buca di Genora, Feb. 4; Buca Begli Abruzai, Feb. 18.

REW YORK & CUBA MAIL STEAMRIP CO.: For Havans—Motro Castle, Jon. 19; Havans, Jan. 21; Morida, Jan. 26; Saratega, Jan. 28; Monterey, Feb. 2; Havans, Feb. 1; Mevice, Feb. 9; Saratega, Feb. 11; Morro Cavile, Peb. 19; Havans, Feb. 19; Merida Feb. 23; Saratega, Feb. 26;

NEW YORK & CUBA MAIL STEAMSHIP CO.: For Progresso and Vera Cruz Morro Casile, Jan. 19. Merida, Jan. 20: Monterey, Feb. 2: Mexico, Feb. 9; Merio Casile, Feb. 16, Merida, Feb. 23.

*Steamers are equipped with the Marconi Wireless System-see page 31.

PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.-Continued from page 29. See notice at head of Page 29.

NEW YORK & CUBA MAIL STEAMSHIP CO.: For Guantanano, Saulisgo, Clentuegos and Mazanillo-Bajuno, Jan. 18; Crentuegos, Jan. 25, gol Mazanillo; Vameri, Feb. 1, not Guantanano; Manazhillo, Feb. 8, hot Manazhillo; Camaguez, Feb. 15, pot Guantanano.

NEW YORK & CUBA MAIL STEAMSHIP CO.: Por Tumpito—Antilla, Jun. 25, Vigitancia, Jun. 27: Ma-tanuss, Feb. 3: Regurance, Feb. 10: Antilla, Feb. 17; a attenuer uvery Friday theirenfiter.

NEW YORK & DEMERARA STEAMSHIP LINE: FOR St. Kills, tiundeleupe, Martinique, Demerara-Clier, Jan. 16.

NEW YORK & PORTO RICO S, S. CO.: For San Junn, Pouce and Mayagnes—San Junn, Jan. 21; Caro-linn, Jan. 28; Counc. Feb. 4. San Juan, Feb. 11; Carolina, Feb. 38; Counc. Feb. 25,

NEW YORK & SOUTH AMERICA STEAMSHIP LINE:
For Babia Blaren, Valentaise, luminus and Calino-Charlton Hall, Feb. 1

*NORTH GERMAN LLOYD 8. S. CO.: For Bremen— Prins Fried Wilhelm, Jun. 3t. Rheim, Feb. 7: Kronp Wilhelm, Feb. 1t. Bremen, Frb. 21; Geo. Washington, Feb. 2.

*NORTH GERMAN LLOYD S. S. CO.: For Gibralter, Nagles and Genon-Koenigiu Luise, Jan 25; K. Albert, Feb. 4; Berlin, Feb. 48.

NORTON LINE: For Monterideo, Buenos Rosario-Ikala, Jan. 14; a steamer late Ja

PANAMA RAILROAD S. S. LINE: For Colon-Astronoce, Jun. 21; Panama, Jan. 28; Allianca, Feb. 4; Colon, Feb. 10; Advance, Feb. t6; Panama, Feb. 23; and a steamer about every six days.

PHOENIK LINE. For Autworp-Marine, Jan. 14: Man-hating, Jan. 28.

PRINCE LINE: For Rio de Janeiro, Santos, Monte-video, Barnos Ayres and Rossrio-African Prince, Feb. 4.

DE LINE. For Pernanduco, Babia, Rio de Ja-o and Santos—Asiatic Prince, Jan. 25; Eastern re, Feb. 25. PRINCE LINE.

PRINCE LINE: For Cape Town, Algon Buy, East Landon, Port Natal and Delagon Buy,

QUEBEC STEAMSKIP CO.: For Hermada-Berme dian, Jan. 18, 25, Feb. 1, 8, 15 and 22

QUEBEC STEAMSHIP CO., LTD.: For Leeward and Windward Islands and Bemerura-Korona, Jan. 21: Parima, Feb. 4: Gaiana, Peb. 18: Korona, Mch. 4: Parima, Mch. 18. *RED CROSS LINE: For Hallfan and St. Johns-Fjor-izel, Jan. 15 and 28.

RED "D" LINE: For Maraguez, La Guayra, Caracan and Maracather-Zulta, Jan. 25; Maracatho, Feb. 8;

and Marscathe-Zulla, Teb. 22. RED "D" LINE: For San Juan and Puerto Cabello-Philadelphia, Jan. 18 and Feb. 15; Caracas, Feb. 1 and Meb. 1.

*RED STAR LINE: For Aniwerp—Gotbland, Jan. 18; Lapland, Jan. 25; Vaderland, Feb. 1; Fenland, Feb. 8; Kreeddand, Feb. 11; Gathland, Feb. 18; Lapland, Feb. 25.

ROYAL MAIL STEAM PACKET CO.: For Bermada and Autilla-Trent, Jun. 25, Feb. 11 and 25. ROYAL MAIL STEAM PACKET CO.: For Antilla, Mingston, Colon, SatVantila, Cartegons and St. Thomas Magdatens, Jan. 21; Clyde, Feb. 4; Thames, Feb. 18, Tagan, Meh. 4,

ROYAL DUTCH WEST INDIA MAIL LINE For Haltien ports. Curacao and Paramariko-Prins Fred. Readth, Jan 27: Prins Willem V., Feb. 16; Prins Willem III. Feb. 24.

ROYAL DUTCH WEST INDIA MAIL LINE: For Bur-bules and Demerara—Cope came, Jan. 16 and Peb. 13. Suriname, Jan. 36 and Peb. 27.

ROYAL DUTCH WEST INDIA MAIL LINE: For Trim-leted and Paramarito-Servanova, Jan 23 and Frb. 20: Macowline, Feb. 6 and Meh. 6

RUSSIAN EAST ASIATIC S S. CO., LTD : For Librar Birms, Jan. 21; Russia, Feb. 11 Kursk, Feb. 25.

*SCANDINAVIAN AMERICAN LIME: For Christian-rand Unividing and Copenhagen Assent II, Feb. 2: C. F. Treigen, Feb. 9. Hellig Olav, Feb. 16, I alted States, Mch. 2. TRINIDAD SHIPPING AND TRADING CO., LTD.:

For Grenola and Trinidad Crown of Navarre Jon. 18. Grenola, Jan. 18. Grenola, Jan. 28. Maracas, Let. 8; Crown of Navarre, Feb. 21. UNION CLAN LINE: For Case Tours Algon Bay Lembers, Port Natal and Delagon Bay St. 11

Lemion, Jen. 25 UNITED FRUIT COMPANY: For Port Asteolo, Ja-min's imports and Porte Batrles -Fruiera, Jun. 24, Feb. 17 and McG. 13. FREIGHT FORWARDERS, Etc.

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UNITED FRUIT COMPANY: For Port Astonio, Kington, Colon and South Morta-Santa Marta, Jan. 19. Morapun, Jan. 26. Zarapa, Feb. 2: Almirante, Feb. 10. Metapun, Feb. 25.

UNITED STATES & AUSTRALASIA S. S. CO.: For Fremmette, Adelaide, Methourne, Sydney and Rris-lence-Kirkdale, Jan. 23,

UNITED STATES & AUSTRALASIA S. S. CO. For Melbourne, Sydney and New Zealand Porte-Feb. --. UNITED STATES & CHINAJAPAN S. S. LINE: Aden. Singapere and Manufac-Indravelli, Jan. 3

UNITED TYSER LINE: For Melbourne, Sydney, Auck land, Wellington, Lyltelton and Dunedin-Indradets,

UNITED TYSER LINE: For Fremantle, Adulaide, Mel-leature, Sydner and Brislanc-Solingen, Feb. 4. URANIUM STEAMSHIP CO. (successors to North-West Transport Lines. For Rotterdam—transmin, Jan., 18; Yolturno, Feb. 2; Campanello, Feb. 16; Uranium, Jich. 2.

WEST COAST LINE: For Pasta Arebas, Corobel, Val-paraise, Antoragasta, Iquique, Arlen, Mollendo, Callon, Eten, etc.—Trojan, Jan. 30.

*WRITE STAR LINE: For Southsupton-Adriatic, lan, 21; Oceanic, Feb. 4; Adriatic, Feb. 18; Oceanic, Mch. 4.

*WRITE STAR LINE: For Liverpool-Robenius, Jan 24; Laurentie, Jan. 28; Cymric, Feb. 4; Baltie, Fob. 11; Aemenius, Feb. 18; Laurentie, Feb. 25.

*WHITE STAR LINE: For Gibraltar, Naples and Ge-nog-Cellic, Jan. 25; Cedric, Feb. 22. WILSON LINE: For Hull-Guillee, Jan. 21: Idaho-Jan. 28, Toronto, Feb. 8.

From Philadelphia, Pa.

*ALLAN LINE: For St. John's, N. F., and Glasgow-Carthaglaian, abt. Jun. 21; Nasaldian, Feb. 4 Corinthian, Feb. 18.

*AMERICAN LINE: For Liverpool-Hairright, Jan 21; Merion, Feb. 4; Friedland, Feb. 11; Haverford Feb. 25,

ATLANTIC TRANSPORT LINE: For Havre and Lem don-Montana, abt. Jan. 21. Minnesota, abt. Feb. 4: Maryland, Feb. 19.

COSMOPOLITAN LINE: For Rotterdam-Dania, about COSMOPOLITAN LINE: For Christiania, Copenhages and Stettin-Caxinia, abt. Jun. 16; a steamer abt. Feb. 15.

COSMOPOLITAN LINE: For Leith-Hucks, about Jan. 28, a stranger alst, Feb. 26. HAMBURO-AMERICAN LINE: For Humburg—Fring Orker, Jan. 18; Pr. Adelbert, Jan. 31; Graf. Wal-dersee, Feb. 18; Pr. Oskar, Mch. 7.

HOLLAND-AMERICA LINE: For Restrodam—Governoyk, Jan. 17: Americky, Feb. 4. Zyldyk, Feb. 14 Gorgodyk, Meli. 4.

*ITALIA LINE: For Genon and Naples-Tarmina

PHILADELPHIA MANCHESTER LINE: For Main cluster—Manch. Connecte, abt. Jan. 28t Match Corporation, abt. Feb. 4. Match. Engineer, abt. Feb. 8s. Manch. Sabper, abt. Meh.

PHILADELPHIA-TRANSATLANTIC LINE: For Le-cton-Crown Point, Jun. 28, North Point, Feb. 1 Engle Point, Feb. 25. *RED STAR LINE: For Antworp-Marquette, Jan. 20 Medognities, Pris. 3; Matrices, Peb. 17; Marquette

SCANDINAVIAN-AMERICAN LINE: For Christinu' and Copenhagen Arkansus, and Jan. 19; A steame-alt. Fib. 16.

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*ALLAN LINE: For Glasgow -Pretorian, Jan 20 *CUNARD LINE: For Liverpool-Ivernia, Jan. 17, Feb. 71 and Mrs 21 HAMBURG-AMERICAN LINE: For Hamburg-Pa 1500a. abit. Jan. 17; thelenes, abit. Jan. 24; Boxala abit. Feb. 3, Pretorla, abit. Feb. 16.

(Continued on page 32.)

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From Boston (continued) HAVANA LINE: For Havana-Shelnwarf, alst Mch. 11

HOLLAND-AMERICA LINE: For Rollerdam -Gorredyk, Yeb. 25; Maarlenwdyk, Mch. 17; Zyldyk, Mch. 25; Gorredyk, Apr. 11.

LEYLAND LINE: For Liverpool-Bohemian, Feb. 25; Devonian, Mch. 8.

LEYLAND LINE: For Manchester-Iberian, Feb. 18; Bostonian Mch. 4: Caledonian Mch. 18 *RED STAR LINE: For Antwerp-Marquetic, Feb. 24; Menomines, Mcb. 10; Maniton, Mcb. 24.

SCANDINAVIAN-AMERICAN LINE: For Christiania and Copenhagen—Kentneky, abt. Feb. 20; Penusylvania, abt. Meh. 18.

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*WHITE STAR LINE: For Gibraltar, Genoa and Naples -- Romanic, Mch. 18: Canonic, Apr. 8: Romanic, Apr.

*WHITE STAR LINE: For Liverpool-Zeland, Feb. 28 and Mch. 28; Cymric, Apr. 11. WILSON'S & FURNESS-LEYLAND LINE: For London-todumbian, Feb. 18: Lancastrian, Feb. 24: Georgian, Mcb. 3; Anglian, Mcb. 10.

WILSON LINE: For Hull-Galileo, abt. Mcb. 4. From Baltimore, Md.

ATLANTIC TRANSPORT LINE: For Havre and Lon-don-Mobile, Mch. 17; Philadelphian, Mch. 31. BONALDSON LINE: For Glasgow-Lakonia, Fab. 25; Pythia, abt. Mcl., 11.

HAMBURG-AMERICAN LINE: For Hamburg-Hosnia. Feb. 18: Pretoria, Feb. 27: Batavia, Mcb. 8; Silvia, Mcb. 13.

JOHNSTON LINE: For 1.iverpol-Templemore, Feb. 22;

LORD LINE: For Cardiff, Dublin and Belfast-Lord Claremont, Mcb. 22.

NEPTUNE LINE: For Rollerdam-Sloterdyk, Mcb. 1; Zaandyk, Mcb. 4; Socatdyk, Mcb. 11. *NORTH OERMAN LLOYD! For Bramen-Hannover, Feb. 22; Main, Meb. 8; Breslau, Mch. 15; Branden-burg, Mch. 22; Hannover, Apr. 5.

SCANDINAVIAN-AMERICAN LINE: For Christiania and Copenhagen-Arkansas, sbt. Mch. 12; a steamer abt. Apr. 9.

RED STAR LINE: For Antwerp:-Mackinaw, Feb. 24; Mobile, Mch. 17; Philadelphia, Mch. 31. UNITED FRUIT CO.: For Port Antonio-A steamer every Wednesday, 10 a. m.

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DONALDSON LINE: For Glasgow-Lahonia, abl. Feb.

HAMBURG-AMERICAN LINE: For Hamburg-Barce-ions, abt. Feb. 17, Georgia, abt. Mcb. 10, HOLLAND-AMERICA LINE: For Amsterdam and Rotter-

dam Sluterdyk, Feb. 22 NORWAY MEXICO GULF LINE: For Havana, Puerto Mexico and Vera Cruz-A steamer abt, Mch. 16,

From Galveston, Texas. ATLANTIC AND MEXICAN OULF S. S. CO.: For Vera Cius, Puerte Mexico and Progreso-Steamer Nor, abi. 9th of each month.

AUSTRO-AMERICANA LINE: For Barcelona, Venice, Triesta and Flume-Hermite, abj. Feb. 28.

BOOTH LINE: For Liverpool-Benedict, Feb. 28. Hubert, Mch. 10; Justin, Mch. 25; Christopher, Apr. 5 CREOLE LINE For Barrelona, Genea, Leghorn and Naples-Monginerro, abt, Feb. 28.

HAMBURG AMERICAN LINE: For Hamburg-Daiblair, set Feb. 25, Aister, first half Mch. HARRISON LINE: For Liverpuol-Chanceltot, abl.

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and tith of each month UNITED STEAMSHIP LINE: For Santiagu de Cuta and Kingsion Str. Progreso, 15th of each month. UNITED STEAMSHIP LINE: For Malannas, Mannabillo and Clenfuegos-Steamer lat of each month.

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—-Borg Baltes, Feb. 27: Mongiperro, Meb. 6; C. di
Palermo, Mcb. 18; Pr. Lactilla, Mcb. 23.

COMPAGNIE GENERALE TRANSATLANTIQUE: For Havre and Dunkirk-Louisson, Feb. 22; Hondoras, Feb. 23; Mexico, Feb. 26; Guatemata, Mch. 7; Vir-ginia, Mch. 26.

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HAMBURG-AMERICAN LINE: For Hamburg-Deri-niund, abt. Feb. 28. Atlantian, arat half Meb; Hohen-felde and Cycle, last half Meb.

HARRISON LINE; For Liverpool-Chancellor, Feb. 25; Huntsman, Feb. 25; Custodian, Meh. 4; Wayfarer, Mch. 12; Mechanician, Mch. 25; Barrister, Mch. 30. HEAD LINE: For Belfast and Dublin-Torr Head, early Meh.; Ramore Head, middle Meh.; Hathlin Head, late Meh.

LA COTONIERA LINE: Stmrs, ldg. for Genoa in Feb.

LAMPORT & HOLT LINE: For Antwerp-Horace, Feb. 22; Phidias, Mch. 7; Milton, Mch. 21. LEYLAND LINE: For Manchester-Mercian, Feb. 22:

LEYLAND LINE: For Liverpool-Median, Feb. 22: Ar-mentan, Meb. 2: Atlantian, Meb. 5: Alexandrian, Meb. 22: Mevican, Meb. 23; a steamer Meb. 30.

LEYLAND LINE: For Bremen-Kingstonian, Feb. 22; s LEYLAND LINE: For London-Oxenian, Feb. 20: Kingstonian, Mcb. 15.

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MONTES LINE: For Progreso-Steamer every 10 days. MOROAN LINE: For Havana-Tuesdaya.

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PIERCE'S CREOLE LINE: For Barcelona, Geuoa and Napies-Dinnamare, abl. Feb. 25; Sicania, late Mch. PINILLOS LINE: See "Folch Pinifles Line."

PRINCE LINE: For Bremen-Saxon Prince, abt. Feb. 25, Corsican Prince, Meh. 2; Norman Prince, Meh. 2b. SOUTH ATLANTIC S. S. CO.: Stmrs. idg. for London

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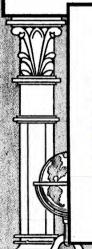
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MARCH, 1911

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- toth. Our Motor, stationed central of the wheel base, we drive direct to Front and Rear Axles, doing away with all jack shafts or sliding gear transmissions, which is an extra cost to keep up and something the majority of other Trucks have to have
- tith. All four wheels are interchangeable. Front and Rear bubs are made of Critoble Cast Steel, bored and reamed to one standard size, in this case an extra wheel would save all loss of time in case of any actiblent, as the wheels can be
- 12th. Cur Platform Gears are interchangeable, Front and Rear all being exact duplicates.
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TAntilla (Nipe Bay, Cuba)l.v.									
Kingston (Jamaica)	Fri.	44	2	44	21	**	5	00	19
ColonArr.	Sun.	84	9	44	23	**	7	66	21
ColonLv.	Tues	94	11	**	25	**	9	**	23
CartagenaLv.	. Wed.	**	12	**	26	**	10	66	24
Savanilla (P'to Colombia) Lv.	Thurs.	**	13	**	27	**	11	**	25
P'to CabelloLv.	Sat.	44	15	**	29	44	13	**	27
Trinidad (Tobago via Trinidad) I.v.	Tues.	00	18	May	3	84	16		30
*BarbadosLv.	Wed.	44	19	**	3	47	17	64	31
CherbourgArr.	Mon.	May	1	14	15	44	29	June	12
SOUTHAMPTONArr.	Mon.	*1	1		15	-	29	**	12

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SOUTHAMPTON and Cherbourg	Mch.	21	Apl.	7	Apl.	14	Anl.	28
Vigo	ApL	2	-	9	- 20	16	44	30
Leixoes (Oporto)*		en e	84	10		-		-
Lisbon	66	2	44	11	44	27	May	1
Madeira	84	6			44	19	64	3
St. Vincent	44	8	66	16		-	84	6
Pernambuco	**	13	**	21	**	27	91	11
Bahia	**	14	*1	22	44	28	91	12
Rio de Janeiro	84	17	66	25	May	1	66	15
Santos	44	18		26	66	2	0.0	16
Montevideo	66	21	90	29	44	6	84	19
Buenos Aires	66	99		30	40	6	91	20

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Vol. IX.

MARCH 15, 1911.

No. 5



American Steel Products Covers the Earth



The "EXPORTERS' REVIEW" is furnished to all subscribers to the Exporters' Encyclopedia. It is a vital part of the Encyclopedia, as it contains the "correction notes" which keep that work up-to-date and absolutely correct. The Encyclopedia is a complete export shipping guide.

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PUBLISHED BY THE EXPORTERS' ENCYCLOPAEDIA CO., 80 BROAD STREET, NEW YORK.

CHARLES PIGOTT . . . President and Treasurer HAROLD H. GALLISON . . . Secretary

NEW YORK, MARCH 15, 1911.

AMONG THE EXPORT BUYERS

WITH this issue of the EXPORTERS' REVIEW we commence a series of articles, designed to give valuable information to American export manufacturers and to importers in foreign countries, about reliable export commission houses. We are frequently asked for this kind of information by our subscribers and we feel sure that these articles will be widely read, both at home and abroad.

The first article of the series deals with a long-established and well-known house in the Australian trade, through whose efforts an enormous quantity of American goods have been put on the market there. The senior member of the firm, Mr., Welding Ring, who supervises the buying, is one of New York's best-known merchants, having been president of the New York Produce Exchange and being actively interested in matters relating to the welfare of commerce as a member of the New York Chamber of Commerce to

We trust that these articles will acquaint our interior manufacturers with the individuals in the export houses who purchase their goods and with the extent of the operations and the methods of the best export houses in New York, the pioneers in America's foreign trade.

NEW YORK'S MATCHLESS WATERFRONT

FEW people outside of New York, and in fact few residents of the city itself, know that the metropolitan district, including the parts of Jersey tributary to New York, has an available waterfront of four hundred miles, of which only sixty miles are in actual use. In addition the port has unparalleled steamship and rail-road facilities, which makes it the greatest manufacturing center in the United States. New York has many advantages over interior places for manufacturers who do an export business.

AMERICAN STEEL COVERS THE EARTH

A PROPOS of the article in this issue by President Farrell, of the United States Steel Corporation, it is interesting to note that two hundred million obliars worth of iron and steel manufactures were exported from the United States during the calendar year 1910, a larger total in value than in any earlier year. The largest exportation prior to 1910 was \$107,000,000 worth in 1907, while in 1902 the total was but \$98,000,000, and in 1903 \$99,000,000, thus indicating that the exports of 1910 will be more than those of 1902 and 1903 combined.

In fact, iron and steel manufactures now form nearly one-fourth of the total value of manufactures exported. The total value of all manufactures, including those of iron and steel, exported during 1910 aggregated, according to the Bureau of Statistics of the Department of Commerce and Labor, about \$39,000,000, and those of iron and steel alone about \$200,000,000, It may be properly said, therefore, that iron and steel manufactures form in value nearly one-fourth of the exportation of manufactures of all kinds. In addition to this large exportation to foreign countries the shipments of iron and steel to Puerto Rico, the Hawaiian Islands and Alaska aggregated about \$12,000,000.

ACCOMMODATION FOR GIANT LINERS

WE congratulate Secretary of War Dickinson on his decision to allow the lengthening of two of the Chelsea piers, in order to accommodate the new White Star Ieviathans, one of which is expected to arrive at New York this summer. Although it is distinctly understood that the lengthening of these piers is merely experimental, and that should the War Department demand it they may be shortened again later ora, we wenture to predict that no such backward step will be taken, as it will be found that the lengthening of the piers will not in any way interfere with navigation in the North River.

SOME DON'TS FOR EXPORTERS

DON'T fail to back up your export salesman by judicious advertising—try the Exporters' Review; it reaches the buyers both here and abroad. Don't fail to put confidence in your agent and give him credit for knowing more about the foreign market than you do in your home office. Don't try to force goods on foreign buyers when your agent tells you there is no demand for them. Don't fail to fill your orders promptly, attending carefully to such details as packing, marking and invoicing. Don't fail to have at hand the latest edition of the Exporters' Encyclopedia (see back cover), without which no export shipper can make his shipments properly. And once again, don't fail to ADVERTISE.

President Farrell's Views on Latin-American Trade

Because of the unusual interest taken in the first public address delivered by J. A. Farrell, the new president of the United States Steel Corporation, at the Pan-American commercial conference at Washington, and particularly because of his experience in connection with the export business of the corporation, we herewith produce his speech in full.



E producing capacity of the United States has reached a point far exceeding the consumption, and the ratio of excess is assuming greater proportions each year. It is, therefore, imperative for the manufacturers to look beyond our borders

for markets wherein they can

profitably dispose of their manufactures, and, naturally, our geographical position points to the vast coun-

try lying to the south as a market, which should enable us to secure a portion of the trade commensurate to our position as one of the foremost producing nations.

The possibilities for the consumption of American products in the markets of our neighboring countries have long been realized by the greatest statesmen, as well as the leaders in economic and commercial enterprises. To everyone engaged in foreign commerce there comes a broader knowledge of human aifairs and a better understanding of the relations of men and of nations, and of their relations to each other than comes to those who are solely engaged in domestic or local enterprises.

It has been the fashion to criticise American export methods indiscriminately: so, also, it has been the fashion to criticise the

commercial methods of South American buyers. There are doubtless examples meriting criticism in both cases, but my observation, extending over many years in the export business and based on a direct personal acquaintance with the world's markets, enables me to state that, generally speaking, the products of our country and the manner in which they are packed for shipment are equal, if not in many cases superior to, the products and methods of European manufacturing countries.

The improvement which is constantly taking place in the quality and character of American manufactures is one of the reasons why our trade is constantly increasing. It is a fallacy to believe that quality does not count, and that South America wants cheap goods. My experience is that, when our friends want railway materials, bridges, building materials and a thousand and one other things, they are as well able to recognize quality and as competent to de-

termine their necessities as

we are

The business methods of our friends to the South do not differ materially from ours, excepting that they are rather more conservative. It is more difficult to secure business connections there than here. but once secured and mutual confidence established. it is of a permanent character.

The countries comprising what is commonly called "Latin-America" should be drawn closer to us by ties of friendly relation and brotherhood, cemented by a generous exchange of commodities. As fair dealing is the only foundation upon which a sound and successful enterprise can be established. none but those of undoubted character and business ability should be sent to represent American industrial enterprises. In our



JAMES A. FARRELL. President of the U. S. Steel Corporation.

relations with Latin America, this thought should be appermost in the minds of those of our merchants who would seek a market there. The patient cultivation of our trade will carry with it rewards of great mutual advantage.

Since the establishment of the Pan-American Union much has been accomplished to develop trade with those countries. Our neighbors have always found in the United States the greatest and best

market for their products, statistics showing that we have given them more in trade than we have received; the reason being that, until comparatively recent years, we, as a nation, have been largely interested in the internal development of our natural resources, and have given little thought to the development of foreign trade, except as our requirements or necessities inmelled us.

The growth of our country's trade with the Latin-American republies furnishes a striking example of what can be accomplished by commercial friendship and co-operation. The establishing of American banking facilities and American steamship lines are incidental matters which will be evolved in the course of time. The completion of the Panama Canal will give a wonderful innetus to Pan American trade.

The United States Government statistics for 1910 show that our trade with the countries in the Pan-American Union were as follows:

Bala	nce	a	er:	ait	15	t	t	i.	i	te	d	St	a	tε	. 5				\$134,000,000
Exports	• •	٠.	٠.			٠.					٠.					٠			260,000,000
																			394,000,000

It will be interesting to note the comparison of the figures for steel products alone, for which class of trade reasonably close approximations are obtainable. In 1910 the manufacturers of the United States exported to the Pan-American Union steel products of an aggregate value of \$21,000,000, as against a total of \$35,000,000 exported by European manufacturers to the same countries.

Up to within recent years a large percentage of our country's exports came to our manufacturers without any particular effort, but in late years it has been necessary for our manufacturers to study for-eign markets. The delusion exists that the trade of the United States with foreign countries is carried on within narrow limits, among others, the claim being made that we do not extend credits, and in consequence, a large volume of trade goes to Europe which would come here were we to grant credits of six to nine months. In the great majority of eases eredits such as referred to are granted only against acceptance of drafts, with interest added for the accommodation; but the bulk of the business done with the best buyers, whenever found, is either against bank credit, or cash against shipping documents. Wherever there is a basis for credit, American manufacturers will be found as ready to grant it as Europeans.

It is only within the past few years that we have had direct lines of communication from the United States to many South American ports. The growth and development of trade and commerce be-

tween the United States and the countries of Latin-America has now been increased to such proporties that there are frequent sailings between ports of the United States, on the Atlantic and Gulf coasts, dret to the ports of Latin-America, on both the east and west coasts.

If we investigate the commercial and economic history of the countries that have made the greatest strides in ancient and modern times, we will find that their governments and statesmen have given their best thought, energy and support to foster and protect their interests at home, and to seek markets abroad. This occasion should not be allowed to passes without a word of congratulation to the commercial world, and, more particularly, our distinguished President and Secretary of State, on the decisive and effective position taken and held during recent years towards the perfection of our diplomatic and consular organization. The commercial world is watching our consular service, and the efforts of the Government to keep this most important branch of our foreign representation on a merit and business basis.

Our consular service has grown and developed in recent years, under the present policy of the Government, so as to merit the confidence of our citizens at home and abroad. We should not forget that this service remains the one organized expression of our country in the stupendous economic contests which are now engaging the nations of the earth in competition,

The commercial interests of the United States should guard it jealously and support and fortify in every possible manner the splendid work of Secretary Knox and Director Carr in their efforts to maintain and improve this branch of our Government service-

The Department of Commerce and Labor has also in recent years achieved splendid results by sending special agents throughout the world, to report on business and economic conditions, with a view to the promotion of our country's trade and commerce with foreign countries. This work should be encouraged by the commercial interests in every possible way.

As a business proposition alone, the emoluments of every consulate on the list, where conditions recommend its continuance, should be markedly advanced. Our consular service is highly efficient, and no just criticism can be made of it, but men tire of working for glory alone. The service should be fixed by statute on a pernament basis, and salaries paid commensurate with the importance of the work and the pretensions of our country. I am one who believes the American consular service is the best in the world. I have met many consular officers and I have invariably found them interested in their work and appreciative of the significance of American commerce.

In this connection, the thought is suggested that the consular organization might be used in a direct manner for the dissemination of information concerning American manufactures and exports, in a wide and comprehensive way. This could be done by establishing a consular trade bulletin, to be published by the Government in several different editions and indifferent foreign languages, listing the standard American exports, with specimen prices and other information, as indicated by bills of lading and invoices at the point of shipment. Such a publication, being of a statistical character and bearing the imprint of the United States Government, would be received without prejudice in every market of the world.





4E house of Mailler & Quercau was established in 1853, and has been continuously in the export trade since that year. Their business has been principally with Australia, New Zealand, South Africa and the Philippines, operations being carried on from both New

York and the Pacific Coast. For a period of nearly fifty years this house de-

spatched sailing vessels regularly to the various Australian and New Zealand ports, but in recent years steam has supplanted sail, and shipments are now practically all made by steamers.

The list of exports handled by Mailler & Quereau covers practically everything manufactured in this country, including, at times, cereals and meat products. In manufactured goods, such lines as agricultural implements, all lines of steel goods-rails, sheets, plates, wires, bars, billets and structural steel; in lumber-white pine, pitch pine and hardwoods of every description; in naval storesrosin, turpentine, pitch and tar; in canned goods-oysters, shrimp and prawns; canned meats; in cotton goods-cotton duck, denims, cottonades and lines suitable for warm

climates; and also such articles as axes, shovels clothespins, washboards, churns, carpet sweepers, and everything entering into the requirements of household life, as well as general supplies.

Mr. Welding Ring, who superintends the buying, is senior member of the firm of Mailler & Quereau, and has been connected with the business over forty years. During that time he has made several tripto Australia, New Zealand, China and Japan, as well as to Europe, and has a definite knowledge of the re-

quirements of the countries with which his firm is doing business. They have a branch house at Sydney, New South Wales, another at Melbourne, Australia, and agencies at Adelaide, South Australia, Brisbane. Queensland, Fremantle and Perth West Australia, and at all of the ports in New Zealand. These branch houses and agencies are constantly canvassing buyers, to ascertain their requirements, and orders are executed largely by cable, except for miscellaneous small lines. The firm has been well and favorably

known, and at the present time they have connections that were made more than forty years ago,

Mr. Ring is a member of the Chamber of Commerce and the New York Produce Exchange, takes an active interest in many public affairs, and his firm holds an enviable position among the old andconservative houses in the export trade. Speaking of export trade with the countries his firm deals with, he said:

"The increase in exports of steel products has been very remarkable during the past three to five years, and at the present time there is searcely anything required that cannot be supplied from this country. Our manufacturers are awakening to the fact that they must comply closely with the requirements of other countries and not exceed they.

with the requirements of other countries, and not expect buyers to accept what is most convenient to furnish. Sizes, weights, style and packing are all essential to the development of trade and demand in American goods, and unless these are fully compiled with, buyers will not purchase them on a competitive basis with similar articles coming from other countries.

"There is a constant demand to standardize everything, and to keep grade and quality up to the best that can be produced. The United States is developing

(Continued on page 20)



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Cotton and Manufactured Goods Lead Exports

The values of exports of products and merchandise during the month of January showed an increase of \$52,300,000, comparing with the corresponding month of 1910. Of this increase no less than \$39,700,000 was contributed by "cotton unmanufactured."

For the seven months of the fiscal year ending with January the value of all exports expanded \$160,500,000, of which \$120,100,000 was furnished by unmanufactured cotton.

Of the fifty principal articles exported those showing an increase in the seven months ending with Januszy, 1911, over the corresponding months of last year are agricultural implements, lumber, cotton dolfas, builders' hardware, sheetis and plates of steel, boots and shoes, scientific instruments, pipes and fittings, automobiles, naphthas, metal working nuschinery, 'Spewniters, seving machines, electrical machinery, sole leather, structural iron and steel, furniture, naval stores, cotton wearing apparel, copper, raw cotton, corn and cost.

Mexican Mines to Use American Electricity

The novelty of selling American made electricity in Mexico will come be in actual operation at El Tigre, Sonora. An electric transmission line is being constructed from the power plant of the Copper Queen smelter at Douglas, Ariz, to El Tigre, sixty-five miles. This transmission line will carry 4,5000 volts, and in addition to supplying power for operating the machinery of the mines and ore reduction mills of El Tigre district, it will go to supply power for industrial plants at Fronteras Vashel and other places. The Mexican Government has decided that the electric current should be admitted free of duy.

Is Damage on Dock a Marine Risk?

There is a confusing question before the New York Insurance Department as to whether the sheds, warehouses, etc., upon the piers owned by the city and leased to transportation companies can properly be considered a marine risk and therefore insured under the marine policy. The city leases these piers with the agreement that they and the buildings thereon are to be maintzined and all risks assumed by the lessees. The question arose over one of the new Chelsea piers which had been leased on this basis and the transportation company insured the buildings thereon under a use and occupancy policy at a named rate. Subsequently another broker offered to insure the entire pier, including the collision hazard, under marine policies, which would also include the fire hazard of the buildings thereon, at 25 cents a hundred more. The insurance was placed upon that basis and went to the marine companies. The question is now raised before the State Insurance Department as to how the buildings on the piers can be classed as a marine hazard.

Questions Government's Export Statistics

Scretary Nagel of the Department of Commerce and Lalor bas designated E. D. Durand, chief of the Cenus Burcau, to investigate the Bureau of Statistics with a view to ascertaining bow far the charges made by Francis J. Lowe, a well known New York export man, at the Pan-American Conference last months to the effect that the figures of the Burcau of Statistics are padded, are well founded.

Shipping Valuables on Ordinary Bill of Lading

The following decision in regard to the short shipment of a case of valuable hardware was made by the New York Journal of Commerce recently: "A steamship company or other carrier has a right to limit its liability for the loss of a package to a specific amount unless the value of the package is declared at the time of shipment and freight prepaid according to value. In other words, if a carrier is to be held as insurer of the goods it is entitled to know their value and fix its insurance rate accordingly. Moreover, a carrier is expected to take, and usually does take, greater care of valuable packages than of those of less value, and for this reason it has a right to know the value. In the case in point a bill of lading was accepted as satisfactory, which released the carrier for loss beyond a given amount (£5 per cubic foot) unless the value of the goods was declared and freight prepaid at a special rate. The shipper is bound by that agreement and the carrier is released unless the loss can be traced to his negligence. Against liability for negligence he is not allowed to protect himself, and the law holds him strictly accountable in such case."

Population of Principal Countries of the World

Official figures have been issued giving vital statistics for the principal European countries for the ten years ended 1909. The figures relating to population show the following totals of the countries named in 1000:

Germany 63,879-000	Sweden 5,476,000
France 39.276,000	Denmark 2,692.000
Italy34,270,000	Norway 2,370,000
Spain19,945,000	Austria - Hungary
Belgium 7,452,000	(1908) 49,163.000
Netherlands 5,911,000	Russia (1908)157,079,000
Portugal 5,340,000	United Kingdom
Switzerland 3,584,000	(June 30, 1909) 45,006,000
For some of the countries	outside Europe the following

figures are given:
United States, 88,566,000; Japan, 49,905,000; Argentina, 5,884,000.

Export Orders for Rails and Rolling Stock

Recent foreign orders for rails and rolling stock include the following: The Lackawama Steel Company has taken a contract for 10,000 tons of heavy section rails for the Manifa Railroad. The Pan-American Railroad of Uruguay recently ordered 5,000 tons of rails in this country, and is still negotiating for 9,000 to 15,000 tons. The same road also ordered 8 locomotives from the Lima Locomotive Company and a number of cars from Harlan & Hollingstworth Company. The Carnegic Sicel Company reports sales of 15,000 most of rails for expent to the Argentine.

Surpass Leather Company's New Quarters

The Surpass Leather Company, with factories in Philadelphia, Pa., and Gloversville, N. V., whose products have a large sale in all parts of the world, announces the removal of its excentive offices from 88 Gold Street, New York, to the Whitebell Building, 17 Battery Place. This is one of the most recently erected office buildings in New York and is situated in the centre of the shipping and export districts, overfooking the North River and New York Bay.

SOUTH AND CENTRAL AMERICA, ETC.

Important Notice for Brazilian Shippers

The Booth Steampship Company recently issued the following important notice to shippers, as to the declaration of weight and value and description of goods in shipments for Brazilian ports:

"The attention of shippers is especially requested to the importance of correctly furnishing the above particulars in the bills of lading and other documents, in order to meet the full requirements of the Customs and port authorities in Brazil, and also for the mutual protection of shippers and ship owners. It has been recently pointed out to our agents by the Port of Para authorities that bills of lading often give incorrect total gross weights which are also at variance with those mentioned in the Consular documents. All goods carried on a weight basis are charged freight on gross weight, and such weight must be correctly stated on the shipping notes, together with the proper description of the goods. The total gross weight in kilograms of all goods must also be stated at the foot of each ship's copy of bill of lading, in the place provided for the purpose. Documentary evidence as to the correctness of weight, value of description of goods, such as invoice or signed declaration from the original manufacturer or packer, must be furnished before issue of bills of lading, if required,"

To Solve Water Problem of Argentine Railways

A party of American scientists, headed by Dr. Bailey Willis, of the United States Geological Survey, has arrived in Argentina, to study the subject of water supplies from artesian sources for the National Argentine Railways. Dr. Willis and his associates have joined four Argentine experts, and for the next two years will be engaged in exceeding investigations and making topographic and geologic maps of such districts as the Minister of Public Works may select. With this party of Americans at its head it is probable that any machinery which will be ordered based upon their reports, will be contracted for in the United States.

American Rails for Uruguayan Rail Road

The aggressive campaign which the United States Steel Corporation has carried on in the export field in the Bat few months, together with the greater appreciation of international business by many of the independent steel companies, is reflected in the larger orders and specifications and greater active capacity of the furnaces and mills since the first of the year. The United States Steel Products Export Company has booked a contract for 45,000 tons of 60 to 65 pound sections for the Pan-American Railroad of Uruguay through the Industrial Supply Company. Several other export contracts are still pending:

Tenders Invited for New Port at Valparaiso

The Chilian Government will ask for tenders this month for the construction of a commercial port at Valparaiso. The approximate amount to be spent is fixed at L2250,000. It is destrood that American financiers are ready to back up bid from United States contractors, and it is hoped that the contract will be placed here.

A Growing Market for American Products

In a recent address before the National Association of Manufacturers Charles L. Chandler, American Vice Consul General at Buenos Ayres, pointed out the growing importance of the Argentine Republic as a market for American export. Mr. Chandler said

"As you doubless know, Argentina is the second largest South American country, whose seven million population are practically all white. When I left Buenos Ayres there were two large skyeraper buildings being erected, which are opening a new era in building construction there. There are over 1,200 American elevators in use in the country and over 4,000 automobiles. An agent for an American automobile company recently went there and is now doing a large business. He sold his first consignment of automobiles were before they arrived.

"Bleenos Ayres has made a harbor for itself at an expense of nearly \$100,000,000, as there is no natural harbor. They are just now making a 30-foot channel from the harbor out into the bay, witch will greatly accommodate shipping. There are excellent openings in Buenos Ayres for almost every kind of American product. The people are very rich and willing and eager to bus.

"When we consider that although only 5 per cent. of the total area of Argentina is under cultivation, it is producing more line-seed than any other country in the world, and stands second in the total export of corn and forurt in that of wheat, it will be readily seen what a future there is when we consider that so much of the country remains to be cultivated. Argentina will probably have two more transcontinental railways by 1913. The San Antonio-Nahuel Huapi line, which is making rapid progress, is expected to reach San Carlos de Barilioche, on Lake Mahuel Huapi, by January, 1924, whence it is only 70 miles to the present southern terminus of the Chilean Railway System—Puerto Montt."

To Electrify Large Brazilian Railway

Plans and specifications relative to the electification of the Victoria-Diamatina Railway from Victoria to Itabira de Matto Dentro have been approved. The cost of the work is estimated as 58,890cm unities (about \$\$ig,95,00cm), and is to be defrayed, in accordance with the terms of a previous decree, from the receipts from the carriage of minerals.

American Goods Should Sell in Gautemala

Acording to Consul-General Bengoechea, of Guatemala, the articles of American manufacture most in demand in his country are all sorts of agricultural machinery, iron and steel products, such as wire, roofing, etc., boots and shoes, the cheaper grades of cotton goods and many varieties of the smaller tools. There is no duty on railroad supplies nor anything sold for public use, and the rates on all other articles are very reasonable.

Fertilizer Factory Planned for Cuba

A factory for the manufacture of fertilizer is projected in the ineighborhood of Havana by a company engaged in the same industry in the United States. Sites are being looked up for the establishment of the plant which, it is estimated, will cost \$150,000.

EUROPE-GREAT BRITAIN AND THE CONTINENT

Large Servian Public Works Scheme

The Servian Ministry of Public Works is considering a project according to which the Government intends to ask for tenders for the construction of the following edifices: New Royal Palace, at a cost of about 3,000,000 fr; North and Telegraph, Central, 1,200,000 fr; State Railway Management Building, 1,200,000 fr; National Library and Museum, 2,800,000 fr; Court of Appreal and Cesantion, 2,800,000 fr; Ministry of Agriculture, 90,000 fr; Ministry of Foreign Affairs, 1,600,000 fr; Ministry of Interior, 9,000,000 fr; Ministry of Public Works, 1,000,000 fr.

As the Government does not possess the funds required for this big scheme, it intends to give out the contracts to foreign companies willing to erect these buildings, payment being made in annual instalments at a rare not exceeding 5½ per cent. for a period not over fifty years. Details are now being elaborated, so that work may be begun some time during the spring of 1912.

Increased European Service from Canada

Six passenger and freight steamers, forming a direct weekly service between Germany and Canada, is the latest feature announced for the approaching ahipping season at Montreal. Canada. The steamers will be operated on the Canada Line, plying between Hamburg, Bermen and Rotterdam and Quebec and Montreal. This development is explained as a result of the increasing trade to the port of Montreal up to the present and the prospects of an even greater influx of immigrants and Ireight from Europe.

European Output of American Radiators

The report of the American Radiator Company for the fiscal year ended January 31 last states that the European companies controlled by the American Radiator enjoyed a prosperous year during 1010. A new plant which was constructed last year at Neuss, on the River Rhine, is now in successful operation. This offers the necessary increase of producing capacity so that in conjunction with the plant at Schoenebeck, on the River Elbe, an adequate supply can be produced to satisfy the requirements of the growing business in Germany, in the Netherlands, Scandinavia and over-sea countries. The French company has made further additions to its plant at Dole, and has increased its business and profits during the past year. The English company has also increased its producing capacity, its volume of business and profits. The Italian company, which was organized last year, has completed its new plant at Brescia, thirty miles east of Milan, and is about to begin operations.

International Hygienic Exhibition in Germany

The largest international hygienic exhibition that has ever been held will take place this summer from May until October in Dresden, the attractive capital of Saxony, Germany. The exhibition should afford a fine opportunity for American manufacturers of hygienic and saintary articles to study the German anarket and to extend their business there. The exposition will be open to every American article of first-class make. Further information on this subject is to be had uton application to the "internationale Hygiene-Ausstellung, 1911." Dreeden. Germany.

International Combine Develops Russian Industries

The International Russian Syndicate, composed of American, English, French and Russian banking and industrial interests, which was recently organized in London, has already entered upon an investigation of industrial opportunities in the Russian Empire. Michael Federoff, formerly Russian Minister of Commerce, who is chairman of the Board of Supervision of the Azoff-Don Bank, and head of the syndicate, is expected to visit this country soon, and it is presumed that he will confer with American bankers about opportunities in Russia. The syndicate was incorporated in London under the name of the International Russian Corporation. Limited, and is eapitalized at £200,000, or \$1,000,000, of which £40,000 has already been subscribed. The company is co-operating with the Russian Mining and Commission Company, which has been in existence for some time, and is operating under a special charter approved by the Czar, Following is a list of the bankers and corporations participating in the enterprise.

Russian Group.—The Axoff-Don Bank: Russian Bank of Commerce and Industry, St. Petersburg; Siberian Commercial Bank: J. W. Junker & Co., bankers, Moscow; Riabieschiensky Brothers, bankers, Warsaw; Jamkaroff Brothers, bankers, Moscow.

Brothers, bankers, Warsaw: Jamkaroff Brothers, bankers, Moscow.

French Group,—Morgan, Harjes & Co., Paris; Arthur Spitzer et Cie, Paris; Louis Dreyfus et Cie, Paris; Giraud & Loucheur, contractors. Paris; Fugene and Albert Mott, Roubaix.

English Group.—Lord St. David and associates; Lazard Brothers; W. H. Miller & Co., shippers of iron ore; Leopold Albun and associates; Herbert Allen; J. G. White & Co., Limited. American Group.—J. G. White & Co., Inc., New York;

American Group.—J. G. White & Co., Inc., New York United States Steel Products Company, and others.

The American group has not yet been completed, and it is underestood that several large corporations which manufacture railroad cars, agricultural machinery and electric supplies will be added to the list. As far as the bankers are concerned, it is not believed that any of the large institutions will go into the syndicate after the manner of the foreign financiers. Several private bankers will, however give the American industrial concerns all the financial ald that may be required.

Austria to Increase Consular Service Here

Owing to the increased commerce between the United States and Austria-Hungary and to the consequent increase in the work of the Consulates, both in the United States and Canada, it has been found necessary to strengthen the staff. The present honorary Consul at San Francisco will be converted into a salaried official, with the establishment of a Consulate these, while Vice-Consuls will be attached to the Consulates at Cleveland and Montreal. Additional officials will be sent to Philadelphia, Pittsburg and Denvel.

Favors Electric Traction on Russian Railways

The first step toward the introduction of electric traction on the Russian railway system has been taken by the Moteow-Windau-Rybinsk Company. An electrically worked engine has been put into service in Tsarskoie-Selo. The Minister of Ways and Communications is watehing the experience with great interest, and has expressed himself very favorably disposed towards the extension of electric railway traction in Russian.

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Correction Notes for the "Exporters' Encyclopaedia."

MARCH. 1911.

To Users of the "Exporters' Encyclopaedia"

Unless the Encyclopædia is kept up to date and is accurate it is of little value; in fact, incorrect information is worse than none at all. These pages (17 to 19) are so arranged that they may be withdrawn from the Review without injury to the book, and handed to the Shipping Department.

The "correction notes" herewith apply only to the seventh (1911) edition.

EXPORTERS' ENCYCLOPAEDIA CO., 80 BROAD STREET,

Correction No. 1, March, 1911.

ARGENTINE REPUBLIC (page 169).

Routes 3 and 6 should be marked in at all ports shown for other lines.

Correction No. 1, March, 1911.

BELGIUM (page 216).

Route 5.

Steamers now load at the foot of Thirty-first Street, Brooklyn.

Correction No. 1, March, 1911.

BRAZIL (page 241).

Route 6.

Steamers now call at Aracaiu also.

Correction No. 1, March, 1911.

BRITISH GUIANA (page 243).

Route 1.

Sailings are now every 7 to 11 days.

Correction No. 1, March, 1911.

DUTCH GUIANA (page 333).

Route 1.

Sailings are now:

For Paramaribo (Surinam), Mch. 27, Apl. 3, 10, 24, May 1, 8, 22, 29, June 5, 19, 26, and at similar intervals.

Correction No. 2, March, 1911,

FRENCH GUIANA (page 179).

Route 3.

Sailings are now every 7 to 11 days.

Correction No. 1, March, 1911.

GERMANY (page 401).

Route 11.

Steamers now load at the foot of Thirty-first Street, Brooklyn.

Correction No. 1, March, 1911.

MEXICO (page 521).

Southern Pacific Co.- The Boston office is at 12 Milk Street, not 212 as stated.

Correction No. 1, March, 1911.

PHILIPPINE ISLANDS (page 608).

Route 2.

Company keeps two copies of the bills of lading.

Correction No. 1, March, 1911.

RUSSIA (page 663).

Route 1.

Steamers now load at the foot of Thirty-first Street, Brooklyn.

Correction No. 1, March, 1911.

VENEZUELA (page 740).

Route 4.

Sailings are now every 7 to 11 days. (Continued on page 19)

Discurso, de Sr. Don James A. Farrell,

Presidente de la Gran Corporation, the United States Steel Corporation, ante la Conferencia Pan-Americana



ON muchisimo interés, oyeron los concurrentes a la primera conferencia del Congreso Pan Americano, al Señor Farrell, no solo con motivo de la alta posicion que ocupa; a la cabeza de la mas grande corporacion mercantil del Mundo, sino tambien por la gran

experiencia que ha tenido en los años en que se viene dedicando al negocio de Exportaciones. Dijo asi:

La produccion de los Estados Unidos es hoy, mucho mayor de lo que requiere el Pais y como que las principales l'àbricas tienen que continuar sus trabajos, para que puedan ser productivas, y cada dia el sobrante es mayor, hay que buscarle salida en los Mercandos del Extragero y lo mas natural es que guiados por su posicion geográfica, miremos 'hacia las Naciones del Sud, donde necesariamente esperamos encontrar demanda proporcionada a la importancia de nuestros productos.

La posibilidad de poder hacerno salli, de mercados consumidores para el exceso de nuestra produccion, ha sido patente à nuestros mas ilustres hombres en el terreno de la Política, Finanzas y Comercio, así como tambien a muchos de los que se dedican al Comercio con los países extrangeros y quienes con tal motivo están mas bien impuestos con respecto a las relaciones entre los hombres de diversas nacionalidades.

Hasta ahora muy poco, ha sido casi de moda, el criticar el sistema de exportar del Fabricante Americano, por un lado y los métodos comerciantes de los comerciantes Sud Americanos, por el otro.

No diré que no faltan motives para esto, pero con la experiencia adquirida en los muchos años en que me venço ocupando en los negocios de exportacion, y los conocimientos que poseo de los diversos mercados del Munco, puedo decir que en mi opinion, los productos de nuestras Fábricas y sus envases de embarque, son por lo general superiores a los de otras partes del Mundo.

Las mejoras en maquinaria, modo de fabricar y calidad de los productos, que constantemente hacen muestras Fábricas, son la causa principal del gran aumento en el volumen de nuestras ventas al Exterior y es gran error el mantener que en Sud America se prefieren los artículos baratos; mi experiencia demuestra todo lo contrario, pues veo que en Puentes, Material de Ferro carriles y otras construcciones y miles de otros artículos, demandan lo mas propio y conveniente y en general son ampliamente aptos y competentes para determinar sus necesidades.

Los metodos de negociar de nuestros amigos del Sur, difieron muy poco de los nuestros, quizás son algo mas conservativos que nosotros y es algo mas difícil negociar con ellos, pero una vez que logramos que confien en nosotros, la confianza asi engendrada es permanente.

es permanente.

Las Republicas que llamamos Americas Latinas, tienen que estrechar sus relaciones politicas mediante una hermandad resultado del cange de sus productos y como que la recitud y justicia es la unica base en que se puede levantar un templo comercial permanente, los hombres que se envien a representar alli a nuestras grandes empresas, deben reunir intiligencia, habilidad y buen caracter a las otras cualidades que sus negocios requieran. Esto 'debe sobrepujar toda otra consideracion entre los buscan entablar relaciones alli, y si asi cultivan sus amistades y relaciones mercantiles, encontrarán que el resultado será de mutuo henefício.

Mucho bien ha resultado de la formacion de la Union Pan Americana, nuestros vecinos del Sur han tenido aqui los mejores mercados para sus productos, y la Estatisca nos muestra que ellos han vendido aqui mucho mas que nosotros alli, lo que sin duda se debe a que nosotros hemos estado ocupados casi por completo en el desarroyo de nuestras riquezas naturales y no hemos mirado hacía el extrangero sino cuando las necesidades y sobre profucicion lo han aconsejado.

El aumento de nuestros negocios con la America Latina es la prueba de lo que se puede alcanar con buena amistad y cooperacion. Las facilidaes bancarias y establecimiento de lineas de Vapores Americanos, serám simples incidente del crecimiento comercial y ya vendrán en su tiempo, mientras que con la apertura del Canal de Panamá, se verá enorme impulso at comercio mutuo.

Segun las estadísticas del Gobierno en el año de 1910, nuestro Comercio con las Republicas del Sud. ha sido; Importaciones, \$394,000,000 Oro. Expertaciones, \$260,000,000 Oro. Balance en contra de los Estades Unidos \$134,000,000 Oro de cuyo balance gran parte corresponde al Brazil, es decir unos 78,000,000, pues mientras que a aquella Republica solo vendemos por valor de \$25,000,000, le compramos de sus producciones nada menos que valor de \$103,000,000 Oro.

Aqui cabe comparar la estatistica sobre los productos de Acero de los que vemos que nuestros embarques a la union Pan Americana fueron de \$21.-000,000 Oro, y los de Europa montaron a \$35,000,000.

Hasta muy recientes dias la mayor parte de los pedidos hechos a nuestras Fabricas les han venido sin que hicierau grandes estinerzos por obtenerlos, pero ya en los ultimos años el Fabricante Americano va palpando la imperiosa necesidad de busear compradores en aquellos Mercados y cultivar sus relaciones,

(Continúa a la página 20)

CORRECTION NOTES-Continued.

Correction No. 1, March, 1911.

VENEZUELA (page 741)

Route 5.

Scandella Line.

della Line. Bartling & De Leon, Agents, 10 Bridge Street, New York.

Chartered Steamers.

Sailings:

About every six weeks for Ciudad Bolivar.

Freight only.

REGULATIONS.

Same as Route 1, except that any form of receipt may be used in making delivery of goods at dock.

Minimum bill of lading, \$3.00.

No parcel receipts issued.

Note.—Route 5 should be marked in at Ciudad Bolivar, on page 735.

Correction No. 1, March, 1911.

WINDWARD ISLANDS (page 746)

Route 5.

Sailings are now:

For Trinidad, every fourth Monday.

For Barbados, every alternate Monday.

Correction No. 1, March, 1911.

WINDWARD ISLANDS (page 745).

Route 3.

Sailings are now every 7 to 11 days.

Correction No. 1, March, 1911.

SHIPPING ROUTES FROM NEW ORLEANS

Route 24 (page 808).

Steamers now call at Vera Cruz and Puerto Mexico (Coatzacoalcos) also.

Correction No. 1, March, 1911.

REPRESENTATIVE FORWARDERS (page viii.)

The page reference to the advt. of Williams & Terhune should read 32 instead of 30.

Correction No. 1, March, 1911.

SHIPPING ROUTES FROM GALVESTON

Route 20 (page 824).

La Cotoniera Line is now under the management of J. Merrow & Co., under the name of Peirce-La Cotoniera Line,

Correction No. 1, March, 1911.

SHIPPING ROUTES FROM GALVESTON.

Route 18 (page 823),

J. Merrow & Co. are now agents of La Cotoniera Line, which will be operated in conjunction with the Peirce Line, under the name of Peirce-Cotoniera Line, with sailings about twice a month for Barcelona, Genoa and Naples.

Correction No. 1, March, 1-11,

PARCELS POST (page 98).

The registration fee for packages sent by "Parcels Post" is ten cents, prepaid by stamps, and a receipt will be returned to sender. Return receipts for unregistered parcels may be obtained from the Bahamas, Barbados, British Honduras, Dutch Guiana and Jamaica on prepayment of an additional five cents in stamps.

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(Continua de la página 18)

estudiando sus necesidades. Muchos creeu que neustras negociaciones se encirerran en limites demasiado extrechos, diciendo entre otras oosas que no danios plazos ni créditos y que por ese motivo la mayor parte de los pedidos se hacen a Europa, y eso de artículos que mas facil y prontamente podriamos venderles, si a la par que Europa les dicramos plazos de seis y nueve meses. Mayormente los creditos que nos solicitan se eoneretan a giros aceptadoes, con intereses por el tiempo que corren, pero la mayor parte de las operaciones con buenos compradores se hacen bajo la base de Créditos Bancarios ó el pago a la entrega de los Documentos del embarque. Doquiera que hayan suficientes bases para Créditos, se encontrará que hoy el Fabricante Americano está tan dispuesto a concederlo como lo están los Europeos,

Solo en recientes años hemos visto el establecimiento de Lineas de Vapores desde aqui a los Phertos de Sud America pero con el aumento del movimiento comercial, ya hoy, no tan solo tenemos buenas comunicaciones, sino que con bastante frecuencia salen de muestros Puertos para los del Pacífico y Atalantico en Sus America.

Si nos fijamos en la Historia Economica y Comercial y luscamos cuales países han hecho mas rápido progreso Comercial en los tiempos modernos, veremos lo que se ha hecho por Cobiernos y eminentes Políticos para desarroyar y proteger el Comercio de sus respectivas Naciones y en ste sentido debemos congratular a muestro Ilustre Presidente y su habil Secretario de Estado por el gran empeño que han mostrado en los ultimos años en perfeccionar el Servicio Diplomatico y el Consular.

Hoy todo el Mundo Comercial mira con admiración a nuestros Representantes y los muchos esfuerzos del Gobierno en establecer el servicio Consular en bases comerciales y meritorias. Gracias a esta sábia solicitud, el cuerpo consular de los se grangea la admiración y respeto de nuestro pueblo as como tambien el del comercio de los lugares donde se encuentran y no debemos olvidar que precisamente a sus estudios y esfuerzos, debemos mucho de la gloría que vamos adquiriendo en las batallas economicas que la competencia ha causado en todas las Naciones.

El interés comercial debe secundar y apoyar con toda energia el gran trabajo hecho por el Honorable Secretario Knox y el Director Sr Carr, en mantener y mejorar tan importante brazo del servicio del Golierno,

Nos menos debemos al Departamento de Comercio y Labor por los brillantes resultados logrados mediante los centenares de Agentes diseminados por todas partes, dedicados al estudio de las condiciones comerciales y economicas a fin de que con tan importantes datos poder beneficiar y aumentar las relaciones comerciales para la mayor ventaja del Comercio Nacional.

Desde el punto de vista Mereantil y economico nos parece que comparando conatras Naciones, la compensación de muestros Consules no es adecuada. Tenemos hoy hombres que se han escogido por su habilidad é inteligencia y no se les puede criticar con justicia, así es que no debemos olvidar que la humanidad tarde ó temprano se cansa de trabajar por sola la gloria de hacerlo.

Se ha sugerido que el servicio consular podría ser muy util en la propaganda de información sobre nuestros productos, fabricación y agricultura y esto podría muy bien realizarce por medio de un Boletín Comercial publicado por el mismo Gobierno en diversas ediciones y lenguas, dando precios, detalles e informes así como tambien los gatos de fletes 8e, y puesto que tales pliegos, llevarian en si el prestigio del Gobierno serrian recibidos y aceptados en todo el Mundo mercantil con fé y provecho mutuo.

Export Commission House Buyers

(Continued from page 11)

a very enviable position in regard to its productions, and this is largely because of the fact that manufacturers are endeavoring to supply the very best of material, and in the best shipping condition.

"As an illustration of the vast increase and demand, both in volume and number of articles, it may be stared that fifteen years ago all shipments were made by sail, and a sailing ship would have a freight list numbering 150, possibly so sets of bills of lading, and occupied the loading borth for twenty to thirty days. At present, steamers are loaded in ten to fifteen days, with a freight list often numbering over one thousand sets of bills of lading. The variety of goods exported is constantly increasing, and the total exports of this country show a remarkable advance from year to year, the figures for last year for manufactured exports being in excess of \$80,000,000.

"With the large increase in population in this country, requiring, as it does, a much greater supply of food products, exports of manufactured articles have largely increased during the past few years, while exports of food supplies have decreased, and I believe this will be the tendency in the future. Now is the time for American manufacturers to get after export trade, to avoid having their plants lie idle during times of depression in the home market.

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Heavy Implement Demand from Turkey

Iron and steel producers report that a good deal of material is being sold to makers of agricultural implements and tools, and that the manufacturers of these articles are booking large orderes for the Turkish Empire. The demand has been stimulated by the act passed recently by the Ottonian Parliament admitting all kinds of agricultural machinery and tools free for ten years. There are now 389 special agents for American makers of agricultural machinery and tools traveling in Turkish dominions and all report a good business. Turkish banks are lending freely to the general merchants in rural districts, who indorse the notes given by farmers to agents for American agricultural machinery manufacturery manufacturery.

American Fruits Find Market in China

American fruits, fresh, dried, etc., are featured in the displays of the large groceries and produce dealers in Tsingtu, China. A recent consignment of American apples to three leading dealers there was duly advertised and within a few days was sold. The apples, not of first class quality, brought \$6.50 Mexican, or \$7.50 gold, at the present bank rate of exchange per box of 46 pounds. The Japanese quality, a good and well favored article, is selling at \$4.29 gold per case of 59 pounds.

A little energy on the part of American producers on the Pacific Coast, it is believed, would create an almost exclusive market there for their products. In some parts of the United States there exists an impression that the Tsingtau dealers handle exclusively German products, but while the German manufactured goods predominate, other countries also enjoy a fair trade there.

Need Electric Cranes in Dutch East Indies

A committee has been formed for the purpose of investigation of the development of the coal industry of coal industry of combilin. The Ombilin mities, which are owned and worked by Ombilin. The Ombilin mities, which are owned and worked by 1909. The main object at present is to make up for the searcity 1909. The main object at present is to make up for the searcity of labor by obtaining powerful electric cranes, expable of transporting rapidly large quantities of coal to the vessels which call at Padang. It appears that machines of German make have already been offered, but they did not suit the requirements of the authorities.

Japanese Plan Line Between U. S. and Peru

A Philadelphia paper states that a company composed of Japanese has arranged to subsidie: a line of steamhhip sailing from New York direct to Callao and Valparaiso, by way of the Panama Canal, and has secured a subsidy not only from its own, but from the Peruvian government, with the avowed purpose of carrying American goods. In order to maintain control of the trade the Japanese intend, after learning the class of goods in demand, to produce the material in their country and send out the manufactured articles so that eventually the Oriental's can drive the American merchaus out of the field.

Japanese Budget Plans Many Public Improvements

The following particulars have been extracted from the Japanese Budget for 1911-12.

Railway special account-Extension works, 23,400,000 yen; improvement works, 28,400,000 ven. Department of Communications-Extension of telephone system, 2,000,000 yen. Department of Agriculture and Commerce-Extension of Wakamatsu iron and steel works, 1,800,000 yen. Department of Finance -Construction of new parliamentary buildings, 400,000 yen; construction of customs piers at Kobe. 200,000 yen; warship and torpedo boat construction, 1,310,000 yen. War Department-Reconstruction of military schools and other institutions, 520,000 ven. Naval Department-Warship construction, 2,850,000 yen; naval implement, 14,869,723 yen. Home Office-Improvement of Shimonoseki Straits, 500,000 yen; construction of explosives warehouse, 250,000 yen; river improvement, 750,000 yen (an additional expenditure of 5,000,000 yen on this work is stated to be probable, to be defrayed out of existing funds). Depariment of Justice-Construction of four new law courts, about 500,000 yen.

Faster Boats for Trans-Pacific Service

The Canadian Pacific Railroad will shortly replace the trans-Pacific liners Empress of India, Empress of Japan and Empes of China with two new steamers which will make the run between Victoria and the Orient in ten days. The old vessely till be sent to the East Coast, and two more new liners will be placed on the run next year.

American Flour's Advance and Decline in China

American flour was first shipped to China in 1874. For many years thereafter all of the American flour shipped to China went to Hong Kong for distribution among ports of South China, the Canton district taking the largest quantity. The exports of American flour to China in 1907 rose to 1,000,000 barrels for South China and 1,800,000 barrels for North China, being more than twice the aggregate of the flour exports to China for 1906, the next highest record. Since 1907 the exports have dropped off lamentably. During 1908 South China imported but 750,000 barrels of American flour and North China but 300,000 barrels, and during 1909 South China took but 350,000 barrels, while North China imported no more than 36,000 barrels of American flour. Thus China's importation of American flour during 1909 was less than that for any other year during the previous ten years. This enormous decrease is accounted for by the high prices in the American flour market, by the unfavorable silver exchange, and by enormous increases in the production of native flour in China.

Water Works Projects in Further India

The Report of the Public Works Department of Barma (Bulddings and Roads Branch) states that estimates for a leg number of sanitary works were under preparation during the year. The most important of these works are for water supplied at Kyaliklat, Thayeemyo, Mandalay, Pegu, Yamethin and Minhu, and for draining and conservancy at Mauhmin and Kwaliklat.

AFRICA CAIRO TO THE CAPE

Egypt's Cotton Crop Breaks Record

A resume of the latest advices received by Alexandria cotton firms indicates that the 1310 crop will break the record for Egyplian cotton production. It is now the opinion even among the more conservative merchants that the crop will exceed 725-000,000 pounds, thus topping the big yield of 1307. Others express the belief that the final outturn of the crop will bring the total 10 over 75000000 nounds.

Early in November last the Alexandria Produce Association, which numbers among its members all the big cotton growers among its members all the big cotton growers are exporters, estimated from advices received from the growing districts that the crop would approximate pool,000,000 pounds as a month later the association in its final estimate reported that "final results may be slightly larger."

Government to Build Nigerian Railway

The Mining Association of Northern Nigeria has agreed to accept the terms offered by the Imperial Government for the construction by the latter of the proposed branch of the Barockian Railway to the Bauchi Highlands. The rails will be delivered by August next in time for the high Niger. The rough survey having been made and a road fit for wheeled traffic having been completed, rail laying should proceed at the rate of a mile a day, which means that the line will be completed within eighteen months.

A Commercial View of Rhodesia's Future

The annual report of the British South Afriean Company for ceasts a very roseate future for Rhodesia. The sale of land for grazing and mining has increased. The output of the mines is still keeping up and exploration is revealing new mineral bearing lands. The experiments of growing cotton and tobacco have proven successful. The total crop of Virginia leaf this year will be about 750000 pounds. Of the railways the same may be said. New branches are being opened up and used to their full capacity, and many new lines are proposed.

Large Shipment of Mangrove Bark from Africa

The Union Castle line's steamship Aros Castle, which arrived March 13 at New York from Beira. Portuguese East Africa. brought nearly 12000 bags of mangrove bark, the largest shipment of the kind that ever came here from the East Coast of Africa.

Our Locomotives in Demand in South Africa

American locomotives are having a large sale in South Africa, where upward of fifty different types are in use, and tenders were recently asked for thirty-five more of American manufacture.

West African Merchant Wants Catalogs, etc.

One of our subscribers in West Africa (Gold Cossal) requests us to forward to him catalogs and price lists of the following goods: All kinds of provisions, haberdashery, hardware, flour and cereal products, biscuits, bread, tolace, corned beef, beef in harrels, sugar in cases and kegs-rum in puncheons. Best bank reference furrished. Catalogs, etc. addressed "Gold Coast", care of Extoatras' Review, 80 Broad Street. New York, will be promptly forwarded.

Imports of Mahogany from Africa Increasing

Mahogany imports for the past calendar year will run close to or above \$3,250,000, according to the Music Trades Review. The bulk of mahogany comes here from the United Kingdom, being gathered in Liverpool and other important shipping centers from Africa and various other parts of the world. Mexico furnishes the largest quantity coming direct. The total Mexican trade for the year will be about \$750,000; with the Central American States and British Honduras coming next in line with something over \$500,000, according to veneers. There is an increased volume of trade now coming direct from Africa and the total receipts direct from British Africa for the year will amount to about \$250,000, which is considerably more than it amounted to heretofore. This does not mean an increase in the market for African mahogany, but rather an increase in the direct shipments through the efforts of importers here to get in direct touch with the source of supply. It is perfectly natural to predict that in the course of time there will be more of this direct shipment business, because America is already recognized as the greatest mahogany consuming country of the world and all we need is the establishing of more business in the way of outgoing trade to the points of mahogany supply to give us in return an increase in the direct shipments of mahogany.

Belgians Now Own Line to the Congo

The Compagnie Belge, Maritime du Cengo has now become a Belgian concern. Formerly it was only Belgian in name, but owned and maraged in England. The loats already engaged in the service have received a valuable addition in the shape of the steamer Elizabethville, a vessel which exceeds in comfort and luxury any vessel in the Congo trade. Built on the Clyde, she has twin screws, and its fully adapted to the traffic she is to carry on, and really to travel on the tropical seas one could not dream of a better vessel, with her large and airy public salonus, staterooms and promenade decks, abundant fans, while she is fitted with a Marconi wireless installation, enabling her to communicate within a radius of 400 kilometres. Two of sixteen other boats are in turn to be similarly equipped.

The Elizabethville, like the two other ships of the company, is commanded by a Belgian captain.

It is mentioned that another liner is to be ordered, and by curtailing some of the ports of call it is understood that the service will be improved, vessels sailing every sixteen days, and not every three weeks as heretofore.

Railway Material will be Needed in Tunis

The Government of the Tunis Protectorate proposes to conract a new loan for the purpose of completing various projected railways in Tunis. It is estimated that altogether 00,500,000 francs (\$18,100,000) will be required. About half of this amount will be provided for at the outset.

South African Railway Official Here

Sir Thomas Rees Price, commissioner for the South African Railways at Johannesburg, is now in the United States for the purpose of making a study of railways on behalf of the South African Government.

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AUSTRALIA INCLUDING HAWAII & OCEANIA **********************

Australia Prospered in the Past Year

It may fairly be claimed that 1910 was the most prosperous year Australia has ever experienced. In the eleven months to November 30, 1910, the imports into the commonwealth were £54,182,726, showing an increase of £8,209,066, while the exports of merchandise were £60,811,535, with an increase of £13,699,993, or of 27.5 per cent. The total exports for the same period, however, were £65.135.989, the increase being only £9,618,395 or 16.1 per cent., because Australia's shipments of gold were reduced by £4,081,598. The eleven months' trade showed an excess of exports amounting to £11,000,000, but that excess will be increased to £15.000,000-£16,000,000 when the totals of the year are available.

Large South Australian Irrigation Scheme

During the season which closed last month the wool shipments from South Australia were the heaviest yet recorded, exceeding those of the previous year by 14,000 bales. The exports to the United Kingdom increased by 15,000 bales and the quantity dispatched to foreign countries decreased proportionately. The Government has resolved to irrigate from the Murray River 15,000 acres around Lake Barmera, which has an extensive storage capacity. This will be the largest irrigation scheme in South Australia.

Projected Railways for Western Australia

The Parliament of Western Australia has authorized the construction of a railroad to the Bullfinch gold field, also eleven additional railways, totaling 596 miles and including an important line through the fine country of the Wongan hills and touching the Murchison gold fields. A continuous stream of immigrants is entering Western Australia.

Immense Sums for Australian Public Works

A bill is now before the South Australian Parliament for the expenditure of £6,807,000 for the carrying out of various works in South Australia, as follows:

Railways-Rolling stock, locomotives, machinery and appliances for locomotive workshops, etc.; equipping locomotives and rolling stock with Westinghouse brakes, £080,000; railway construction, £,930,000; railway stations and buildings, £450,000. Harbors-Deepening and improvement of harbors at Port Adelaide, Port Pirie, and at outports, construction of wharf, graving dock, etc., £695,000; purchase and reconstruction of wharves. £1,000,000. Water supply works in districts of Adelaide, Country, Beetaloo, Bundaleer and Barossa, £300,000. Drainage Works in Southeastern District, \$50,000; Adelaide sewers, including Port Adelaide and Semaphore District, £200,000. Jetties and lighthouses, £103,000. Buildings-Erection of schoolhouses, £60,000. Miscellaneous works-Vermin-proof fencing, £70,000; irrigation and reclamation of swamp land, £90,000; land repurcliase, etc., £780,000.

Most of the work will be carried on by South Australian firms, but large quantities of materials will have to be imported.

Australia May Follow Canada's Reciprocity Lead

Andrew Fisher, the Premier of Australia, in a recent interview is quoted as saying that if any scheme of inter-dominion preference was extended outside the limits of the empire the first step would be to do what Canada has already done. This was to enter into reciprocal arrangements with a people akin to themselves.

6256 Machine to

FOREIGN TRADE OPPORTUNITIES

The following are among inquiries received by the Bureau of Manufactures, of the Department of Commerce and Labor, Weshington, D. C., during last month. Manufacturers interested can obtain full perticulars, free of charge, by writing to the Burezu of Manufactures and referring to the number given. 6248 American confec. 6272 Pitch-pine lumber for street-paying pur-

	tions-Scotland.		ревет-Енгоре.
250	Washboards, clothes-	6273	Plows and rice machin
	pins, ax handles,	6274	Candies and confection
	hayrakea, etc	F 275	Shoes and saddles-In-
	United Kingdom.	6276	Catalogues for Ams
252	Canned and dried		Burma.
	fruits, oats, wines,	6277	Buggies and farm carts
	etc - Brazil.	05.8	Fruit Evaporators-Sou
253	Vulcanized fiber and	6274	Termis-racket frames-
	vulcanite - Europe.	6280	Talking machines, pi-
254	Advertising novel-		etcLa*in-America.

6255 Soft goods, bosiery, dry goods, etc .-n.nz Cottonguns-Russia. 6785 Machinery for pork factory-Near East. 6787 Bleycles-Canada. 6289 Automobiles, naphtha motors, flour ma-chinery, hardware, etc.—Russia, 6290 Printing and binding supplies—Latin-America. tools, hosiery and furniture-

England.
England.
Ilouse-decorating paints and oils—Canada.
Elias decorating paints and railway
Elias decorating paints and railway
Elias decorating paints films.
Elias decorating paints films.
Elias decorating paints films.
England.
Elias decorating paints and oils—Canada.
Elias decorating paints and oils decorating

6265 Thumb tacks-Germany.

6266 Carning and castor oil machinery-India. 6267 Cmematograph films-Germany, 6369 Wooden fruit boxes and butter trays-

Shor leather - Spain, 6271 Waterworks surplies-Chile.

erican Consulateanolas, 6281 Parafin wax for candles, technical toys, small motors, etc.—Europe, 6282 Cotton-gins—Russia,

Roll-r skates-Africa. Sporting goods—Africa. Leather and novelties—Austria. Oil-refiring machinery—India. Motor-car agency—Europe. Shoes -Africa.

Electrical vibrators -- Ametria K-telien stoves and ranges-Near East, Confectionery England. 6214 Optical supplies -- Far East, 6317 Lubricating grease fatin-America.

6318 Goods for five and ten cents stores-6224

6228

6347

Goods for five and len cents stores— Europe. Cather Farope. American clebhus—Eprope. Railway concretion—Parama. Automobiles and tires—Canada. Proposed now tramway—South Africa. Brickmaking machinery—New South Wales. Machinery and apparatus for oil mills— Steel office furniture—India. Graphite—South Africa. Clothespins, lawn mowers, ga

spins, lawn mowers, gas stores, writ-ink, machines for folding letters, etc. ing ink, machines for folding letters, etc.

— Belgium.

Builders' supplies and concrete machinery

Canada.

Switchbacks and roller coasters—South 6342

Switching and roller coasters—sound Africa. Barters and the Carlo Maria Carlo More for stuffing furniture—Gent Britain. Brichmaking machiner—Meeta Britain. Brichmaking machiner—Gent Britain. Wroughtens and with this a English machinery—Leval India. Chiton-voic oil machinery—Leval. Machinery—Leval. India. Chiton-voic oil machinery—Leval. Machinery. Leval. Machinery. Machinery. Leval. Machinery. Leval. Machinery. Leval. Machinery. M 6255

Concession for gas plant - Mexico. Motor delivery wagore... Canada. Cotton seed products... Netherlands.



Autos at One-Quarter Manufacturers' Prices

	RUNABOUTS AND ROADSTERS.		31.	STUDEBAKER, late 1908 Model, five-passenger touring			LANDAULETS AND BUSSES.
	List Price.	Our Price.		car; fully equipped with top, wind shield, extra tire;		50.	MAXWELL, 1968 Landaulet; mechanically like new; re-
5.	CADILLAC, 1907 Model Run-			mechanically like new 3,000.00	900.00		cently overhauled; just the
	about, top and full lamp		33.	CRAWFORD, late 1907 Model,		•	car for taxicab use 1,200,00 500,00
	equipment	\$225.00		30 H. P., five-passenger tour-		54,	Late model WELCH, 60
b.	AUTOCAR, 1908 Model Run- about, good top, full lamp			ing car; full lamp equipment;			H. P. Palace Touring Car, with combination Limousine
	component mechanically like			painted 2,600 00	500.00		body; fully equipped and me-
	equipment, mechanically like new 1,000 00	250.00	35.	WILLTE, 1908 Model, 30 H. P.	500.00		chanically as good as new. 5,000.00 1,250.00
4.	BUICK, model 10 Surrey			Falace Touring Car, eight-			
	Type, fully equipped with			passenger; good top; full			TRUCKS AND SIGHT-SEEING CARS.
	top, lamps, etc.; like new. 1,000.00 THOMAS, 6 cylinder, 90	550.00		lamp equipment; recently		67	
	H. P., late 19909 Double		26	C. G. V., large seven pas-	850.00	07.	ASTOR, 50 H. P., 16-passen- ger sight-seeing car: good
	Rumble Racing Roadster, ele-		30.	senger touring ear; fully			top; full lamp equipment;
	gantly equipped with slip			equipped, top, wind shield,			pneumatic tires; great bar-
	covers, top, wind shield, elec-			etc 6.500.00	1,600.00		gain 5,500.00 1,250.00
	overhapled	0 200 00	39.	POPEHARTFORD, 1907			
R	PEERLESS, late 1998 model,	2,200.00		Model; recently overhauled and painted; top; fully			SEVEN-PASSENGER TOURING CARS.
	Double Rumble Roadster.			equipped; Gabriel horn;			(All fully equipped.)
	full lamp and horn equip-			elock	\$50.00	85.	FRANKLIN, six cylinder, 42
	ment; recently painted and	4 000 00	40.	STEVENS DURYEA, 1907			11. P. 1968 Model 4 000 00 1 900 00
	CHALMERS, 40, late 1909	1,200.00		"little four" small four-		90.	MATHESON, four eylinder.
	Model Roadster, double			cylinder touring car; ab- solutely in elegant condition;			45 H. P., 1907 Model 5,500,00 900,00
	rumble; just recently painted			recently painted and over-			
	and overhauled; just like			hauled: could not tell it			FIVE-PASSENGER TOURING CARS.
	new2,750.00	950.00		from a new car 2,250 00	650.00		(All fully equipped.)
	MITCHELL, late 1908 Model Runabout, recently painted		45.	PANHARD, 35 H. P., late 1908 Model: five-passenger		125.	FRANKLIN, four cylinder,
	and overhauled: full lamp			touring: like new: full lamp			12 H. P., 1907 Model 1,800.00 650.00
	and horn equipment, 950.00	375.00		equipment, top wind shield;		129.	FORD, four eylinder, 22 H. P.,
				one of the greatest bargains			1909 Model 850.00 500.00
1 5	AND SEVEN-PASSENGER TOURING	CARS.		in an imported high grade		134.	HUDSON, 1910 Model 1,000.00 800.00
١,	CADILLAC, Model B, five-			car 6,500,00	2,600,00	159.	PALMER SINGER, close
	passenger touring ear; good		90.	STEVENS DURYEA, 6 cylin- der, seven-passenger tour-			coupled four cylinder, 40
	condition; fine top; full lamp and horn equipment., 900.00	200.00		ing car; mechanically like			H. P., 1909 Model 4.000.00 2,000.00
	WILITE STEAMER, 20 II. P.,	200,00		new; fine top, wind shield,		180.	WELCH, six eylinder, 50
	late 1908 model, five-pas-			full lamp equipment, speedo-			H. P., 1909 Model 4,500.00 2,000.00
	senger touring car, full			meter, extra shoe; a bargain 3,500.00	1,200.00	181.	WINTON, six cylinder, 48
	lamp equipment, top, wind-		47.	CHALMERS, small five-pas- senger touring car; could			H. P., 1909 Model 3,000.00 1,250.00
	shield, extra tite; Warner	400.00		not tell it from a new car;			
	NATIONAL, four cylinder,	400.00		equipped with fine wind			ROADSTERS
	five-passenger touring car;			shield; good top; fine brass		207	BUICK, four eylinder, 20
	mechanically in fine con-			bumpers in front; full horn	4 400 00	-51.	H. P., 1909 Model 1,050.00 600.00
	dition, with good top; full	550.00	40	m A X W E L L. five-passenger	1.100.00	210.	CORBIN, four-passenger, four
	OLDSMOBILE, 1908 Model,	000.00	+8.	small touring ear; full lamp			cylinder, 30 H. P., 1910
	five-passenger; full lamp and			and horn equipment; re-			Model 2,750.00 1,500.00
	born equipments; top and			cently painted and over-		214.	CHALMERS, four cylinder, 30





Increase in World's Trade in 1910

The following table gives a comparison of the imports and exports of Great Britain, Germany, France, Belgium, the United States of America and Japan for the twelve months of 1910, those of Austria-Hungary, Russia, Spain and Italy for eleven months, with the increase as compared with the same period of 1000:

IMPORTS.

	1910.	Increase.
Great Britain		£53,735.210
Germany		4,112,93
France		20,549.40
Austria-Hungary (11 months)		1,295,83,
Russia (11 months)		63.434.00
Belgium	158,322,320	14,796,00
Italy (11 months)	114,620,639	2,698,36
Spain (11 months)	35,627,270	1,133,28
United States	312,561,524	17,457,38
Japan	46,423,380	7,003,49
Exports		

Great Britain		Increase: £32,409.464 43,637,700
France Austria-Hungary (11 months) Russia (11 months)	240,229,400 90,804,166	2,837,500 6,251,000
Belgium	117,212,560 72,480,052	9,057,240
Spain (11 months)	372,882,254	1,659,248 27,242,323 4,331,418

New South Wales' Mining Industries

The official estimate of the value of the mineral yield of New South Wales in 1910 is £8,736,000, being an increase of \$1.101.000 as compared with 1000. The value of gold was \$802. 000; silver, lead and zine, £3.400,000, an increase of £519,000; copper, £486,000, an increase of £60,000; tin, £228,000, au increase of £17,000; coal, £3,010,000, an increase of £301,000; coke, £189,-000, an increase of £52,000. The number of persons employed in the mineral industry in 1910 was 37,000, an increase of 1,000 as compared with 1909. The value of the plant and machinery exceeds £6,156,000.

French Line Increases New York Fleet

The new steamship Rochambeau, for the New York service of the French Steamship Company, was successfully launched recently at St. Nazaire. The steamer is of 17,500 tons, 535 feet long, 12,500 horsepower and an estimated speed of 17 knots. She will accommodate 450 cabin passengers and 1,450 in the steerage,

Exports for February Break All Records

February exports were larger than in any earlier February in the history of the United States. Exports, as shown by figures compiled by the Bureau of Statistics, Department of Commerce and Labor, were valued at \$175,006,467 in February, against \$124,558,030 in February a year ago, and \$167,757,032 in February, 1908, the former high record February.

The total value of exports for the eight months ending with February was \$1,433.879,517, against \$1,209,244,940 in the corresponding months of last year and \$1,356,847,583 in the eight months ending with February, 1908, the former high record for the period.

Germany Made Export Record in 1910

The Imperial German Department of Statistics states that the value of German exports during the first eleven months of 1910 amounted to 61/2 billions of marks, while the exports during the same period of the preceding year amounted to 6 billions of marks. Assuming that the exports did not fall off during the month of December, the total of German exports to foreign countries amounted in 1910 to about 71/2 billions of marks. These figures exceed all preceding ones. Comparing the years of 10to and 1909, the increase of exports in 1910 amount, therefore, to about 800 millions of marks, or 13 per cent. This result was reached in spite of the fact that German export trade was obliged to contend against numerous difficulties in foreign markets, which protected themselves against importation by high tariff duties and troublesome customs regulations. The result reached is also a good proof of the working capacity of German manufacturers and exporters.

American Carpets Find Sale in England

Efforts that are being made to find new foreign markets for American carpets are meeting with success in England, where the Alexander Smith & Sons Company has initiated an active campaign. A resident representative was appointed recently to look after the British trade, and the orders that are accruing for shipment to England tend to show that good progress has been made despite the prejudice that is supposed to exist in Great Britain against wool goods of American manufacture. Perhaps the most gratifying feature in connection with the English demand is the call for rugs, which were not supposed to be highly regarded as floor coverings in England. The bright colorings and attractive patterns shown have evidently won a place in the esteem of English consumers, and the prospect is promising that the exports of domestic carpets and rugs to England will in time grow to substantial proportions.

Increased Exports to all Grand Divisions

Details of the trade of the United States with the various countries and grand divisions of the world show a slight increase in the exports to Europe, a marked gain in those to North and South America, an increased total to Asia and Oceanica in combination and a slight gain in the exports to Africa. To Europe the exports during 1910 were \$1,193,000,000, against \$1.170,000,000 in 1909; to North America, \$426,000,000, against \$345,000,000 in the preceding year; to South America, \$100,000,-000, against \$83,000,000 in the preceding year; to Asia and Oceanica combined, \$124,000,000, against \$113,000,000 in the preceding year, and to Africa, \$21,000,000, against \$17,000,000 in the preceding year.

Automobile Exports Show Wonderful Increase

The exportation of automobiles by American manufacturers is rapidly on the increase, and ought to be a source of pride to every manufacturer. Details of the export trade of January. 1911, and the seven months ending with January, compared with those of corresponding periods of last year, show that the exports of automobiles increased from \$600,000 in January, 1910, to \$1,000,000 in January, 1911, and from \$3,800,000 in the seven months ending with January, 1910, to \$5,800,000 in the same period of 1911.



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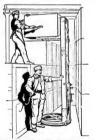
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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.

(Subject to Change)

NOTE.—The lines are arranged alphabetically under the port of departure. This enables subscribers to the seventh (1911) edition of the "Exporters' Encyclopaedia" to ascertain quickly the proposed sailings of all lines, except where the agents could furnish no advance

information CAUTION.—The sailing dates given below, although compiled with extreme care, should be considered as merely approximate, except for the regular Trans-Atlantic passenger lines. The publishers, however, assume no responsibility as to the accuracy of the information.

From New York.

AMERICAN & AFRICAN S. S. LINE: For Cape Town, Algon Ray, East London, Port Natal, Belagon Bay-Kansas, Mch. 22; Corfe Cantle, abt Apr. 20

AMERICAN ASIATIC S. S. Co.: For Singapore and

AMERICAN & AUSTRALIAN S. S. LINE: For Fre-mantle, Advisible, Melbourne, Sydney and Brisbane-liewick Law, Mch. 27. AMERICAN & AUSTRALIAN S. S. LINE: For Mel-

bourne, Nydney, Auckland, Wellington, Lytelton and Juned'n - Mimiro, Apr. 10: Ben of Glamb, May 1.

AMERICAN & CUBAN S. S. LINE: For Havana, Guantanamo, Nantingo, Mansaniflo and Cientongos— Santa Ciara, April S. For Havana, Matanama, Carde-nam, Nagus and Calbartes—Times, April 19.

AMERICAN & INDIAN LINE: For Port Said, Adea, Somitay & Calcatta-Marienfels, April 10: Swaal, April 30

*AMERICAN LINE: For Southampton—St. Louis, Mch. 25; St. Paul, Apr. 1; New York, April 8; Philadelphia, Apr. 15; St. Louis, Apr. 22; St. Paul, Apr. 29 AMERICAN AND MANCHURIAN LINE: For Heng Kong, Sungrial, Kobe and Yafedama-darenga, Ant. Kong, Stangiel, Kobe and Yotohama-Karonga, Apr. 10. For Singapore and Manila, a steamer, May 5.

AMERICAN & ORIENTAL LINE: For Hone Kine

AMERICAN-HAWAHAN S. S. Co.: For Puerto Mea-

AMERICAN RIO PLATA LINE: For Monterideo, Rus-nos Ayres and Rossio-Drawlania, Mch. 30.

*ANCHOR LINE: For Giangew—Columbia, Men. 25. Caledonia, Apr. 1; Furnesala, Apr. 8; California, Apr. 8; Mesala, Apr. 15; Missebala, Apr. 20.

ANCHOR LINE: For Naples and Leghern-Palls, Apr. 1; Perugia, Apr. 15; Calabria, Apr. 29. *ATLANTIC TRANSPORT LINE: For London-Minne-

haha, Mch. 25; Miancapolla, Apr. 1; Minnet-Apr. 8; Mesnia, Apr. 15; Minnehaha, Apr. 29, *AUSTRO-AMERICAN S. S. CO., LTD.: For Patras, Venice and Trieste-Argantina, Meb. 23: Eugenia, Apr. 5; Oceania, Apr. 19; Alice, Apr. 26.

BARBER LINE: For Hong Kooz, Shanghai, kebe and Yokohama-Suruga, late March, For Singapora and Marilla-Shimosa, Apr. 20.

BARBER LINE: For Monte/bloo, Bueron Ayres and Roussio-St. Irene, Mch. 20; Pilar de Larrinage. Antil 5. BARBER LINE: For Havre and Dunkirk-A steamer

early April. BOOTH LINE: For Para and Manues-Cearense, Apr. 6. Boniface, Apr. 15; Clement, May 5.

BOOTE LINE: For Para, Matablam, Cears and Parsabyle.—Bunstan, Mch. 25; Dominic, Apr. 25,

BRISTOL CITY LINE: For Swaneca and Bristol-A ateamer every ten days.

CLYDE STEAMSHIP CO. (West INDIA LINE): For Turk's Island, Monte Cristi, Puerto Piata, Samana, Saneles, Macoris and San Domingo City-Seminols, Apr. 2. Cherokee, Apr. 16.

COMPAONIE ONNERALE TRANSATLANTIQUE: For Haven-La Tourisie, Mrb. 29. La Saroie, Mch. 30; Apr. 61, La Province, Apr. 13: La Bretagne, Apr. 15: Niksym, Apr. 15: La Tourisie, Apr. 20; La Savoie, Apr. 27: Fleebla, Mag 1. COMPAONIE GENERALE TRANSATLANTIQUE: F

Bordenut and COMPANIA TRASATLANTICA: For Havana, Vern Cross, Puerto Mexico-Buenos Aires; Apr. 11. A pteamer, May 12.

COMPANIA TRABATLANTICA: For Code and Bares, loss a Aptonio Lopez, Apr. 5; Buenos Aires, May 6. *CUNARD LINE: For Liverpool—Lustiania, Mch. 22; Campania, Mch. 29. Manretany, Apr. 5; Caronia, Apr. 12; Lustiania, Apr. 19; Caroniuia, Apr. 22; Campanis, Apr. 26

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CUNARD LINE: For Naples, Fiume and Triesto-Ultonia, Mel. 23; Saxonin, Mch. 30; Pannonin, Apr. 13; Carpathia, Apr. 27.

FABRE LINE: For Marsellies-Madonna, Mch. 25; Venezia, Apr. 1; Germania, Apr. 8; Sant Anna. Apr.

*HAMBURG-AMERICAN LINE; Por Hamburg— Pennsylvania, Meh. 23; Pres Lincoln, Meh. 31; Amerika, Apr. K. Bincher, Ayr. 12; Cretoria, Ayr. 16. K'an Ang Victoriu, Apr. 20; Clereland, Ayr. 27; Pres. Grant, Apr. 20.

*HANBURG-AMERICAN LINE: For Gibraltar, Naples and Genon-Chemnati, 12; Meitke, Apr. 25.

EAMBURG-AMERICAN LINE (Atlas Service): Apr. 20 and May 18; Albingts, Apr. 6 and May 4. RAMBURG-AMERICAN LINE (Attas Service): For Inagus, Montego Bay, Kingston, tolon and Colombia --Prime Sighemord, Meb. 17, Apr. 11 and May 12; Prime Ritel Friedrich, Meb. 31 and Apr. 28.

HAMBURG-AMERICAN LINE (Atlas Service): For Inagus, Ilayii, Kimeston and Port Limon-Servia, Mch. 18, Apr. 15 and May 13; Sibirla, Apr. 1 and 24.

HAMBURG-AMERICAN LINE (Atlea Service): Pur Bantlago, Kingston, Colon and Port Limen-trina Aug. Wilbelm, Apr. 8 and May 6; Prinz Jeachim, Mch. 25 and Apr. 22; Prinz Jeachim also calls at Boras del Toro.

EAMBURG-AMERICAN LINE (Atlan Service): For Havam, thenfueges and Manzaullo-Alleghan, McL. 18, Apr. 15 and May 13; Alial, Apr. 1 and 20.

RANBURG-SOUTH AMERICAN STEAMSHIP CO.: for Pernambuco, Rio de Janeiro, Sancoe, Parangua and Rio Granda do Sul-Nassovia, Apr. 10.

HANSA LINE: For Cape Town, Algon Bay, East Lon-don, Port Natal and Delagon Bay-A atsamer April.

*HELLENIC TRANSATLANTIC LINE: For Piracus. Smyrns and Constantinople-Themistories, April *HOLLAND AMERICA LINE: For Rotterdam, Ryodam, Mcb. 21: Potsdam, Mcb. 23: New Am-slardam, Apr. 4: Noociam, Apr. 11; Rotterdam, Apr. 18; Ryndam, Apr. 25.

MOUSTON LINE: For Cape Town, Algon Bay, Fact London, Port Natal and Deing in Bay-Arkelmil, Mar. 28.

ECUSTON LIME: For Monteriteo, Buenos Arres, La Pinta and Rosario-Madawaska, Mcb. 28; Hippris,

DEULAR LINE: For San Juan, Pence and Mayagnet -Harry Luckenbach, Mch. 25, a steamer, early April.

*ITALIA LINE: For Naples and Genon-Ancena, Meh. 23: Verona, Apr. 5; Faornina, Apr. 19; Au-cena, Apr. 20.

LAMPORT & HOLT LINE: For Munchester-The Mch. 18; Runney, Apr. 1; a stramer Apr. 15, LAMPORT & HOLT LINE: For Balda, Rio Juneiro and Rantes-Tennyson, Apr. 5; Verdi, Apr. 26, Egreu, May 5.

LAMPORT & HOLT LINE: For Montevideo, Burne Ayres and Rosario---Verdi, Apr. 20; Vasari, May 20

*LA VELOCE LINE: For Naples and G-mes-Europa, Mrb. 28, America, Apr. 6, (beamin, Apr. 72, Europa,

LLOYD BRAZILEIRO: For Permandene, Rahia, Kin de Jamerin and Santos-Papalon, Mela, 31; Tocantino, Apr. 28. For Para, Cenra, Persandero, Babia and Rio da Jamerio-Minna Geraes, Apr. 15.

*LLOYD ITALIANO: For Naples and Genou-Virginia, Mch. 21; Florida, Apr. 4; Luivinaa, Apr. 13; Indiana, Apr. 27.

*LLOYD SABAUDO: For Naples and Genot-Regins d'Italia, Mcb. 25; Re d'Italia, Apr. 5, a steamer Apr. 22.

ERRCHASTE LIEE (New York & Parific S. S. Co. Lidd.): For Paulta Arenas, Cornord, Valparatio, Age-tofagasta, lugiduqu, Piragana, Arra, Modjendic, Age-tofagasta, Modjendic, Calagana, Arra, Modjendic, Age-Ralaverry, Elen shid Ganyaqail—Coya, Mch. 18; Chipana, Apr. 10.

*Steamers are equipped with the Marconi Wireless System-see page 33.

PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.-Continued from page 31. See notice at head of Page 21

MUNSON STEAMSHIP LINE: For Matanuas, Catdenas Sagna and Cultaries -- Cutanus, Mch. 20 and Apr. 20.

MUNSON STEAMSHIP LINE: For Nipe. Nucritas, Gillars-officels, Apr. 5 and May 3; Cerityba, Mch. 22 and Apr. 19.

*NATIONAL STEAM NAVIGATION CO.: For Piracus, Colombia and Patran-Patria, Inte Mar.

*NAVIGAZIONE GENERALE ITALIANA: For Naples and Genox-Duca D' Abrazai, Apr. I: Lombardia, Apr. 12: Duca d'Assia, Apr. 15; Duca di Genoa,

NEW YORK & CUBA MAIL STEAMSHIP CO.: For Harana—Merlds, Mch. 23; Saratoga, Mch. 25; Mon-torer, Mch. 39; Havana, Ayr. 1; Mosley, Ayr. 63; Saratoga, Apr. 8; Morre Caule, Ayr. 63; Havana, Air. 15; Merdda, Ayr. 29; Saratoga, Apr. 22; Mon-teley, Apr. 27; Havana, Apr. 29.

NEW YORK & CUBA MAIL STEAMSHIP CO.: For Progress and Vera Cruz-Merida, Mch. 23; Mentercy, Mch. 30; Mexico, Apr. 6; Morro Castle, Apr. 13; Mcrida, Apr. 20; Montercy, Apr. 27.

NEW YORK & CUBA MAIL STEAMSHIP CO.: For Gustianamo, Santiago and Ciesfuegos-Cienguar, Mch. 22: (Cesfuegos, Apr. 5: Manzaillo. Apr. 19). For Santiago, Cienfuegos and Manzaillo-Antilla, Mch. 20; Yumuri, Apr. 12; (Yamagar, Apr. 26.

NEW YORK & CUBA MAIL STEAMSHIP CO.: For Tampiros-Vigilancia, Mrb. 21. Bazamo, Mch. 31: Seguranca, Apr. 7; a steamer every Friday thereafter.

NEW YORK & DEMERARA STEAMSHIP LINE: For St. Kitta, Gundelempe, Martinique, Barbadoes and St Kitin, Gundelempe, Demerara—Uller, Apr. -

NEW YORK & PORTO SICO S. S. CO.: For San Juan, Pouce and Maragues—San Juan, Mch. 25: Co-smo, Apr. 1: Carolina, Apr. 8: San Juan, Apr. 15; Coame, Apr. 22: Carolina, Apr. 26.

NEW YORK & SOUTH AMERICA STEAMSHIP LINE: For Babla Binnes, Valparaiso, Iquique and Callao-For Rubia Binnes.

*NORTH GERMAN LLOYD S. S. CO.: For Bremen-Zieteb, Mch. 23: Geo. Washington, Mch. 30; Roen, Apr. 6: Kronp. Wilhelm, Apr. 11; Prinz Fred, Wil-helm, Apr. 13: Ksiser Wm. 11, Apr. 18; Bremen, Apr. 20; Kniser Wm. d. Grosse, Apr. 25.

NORTH GERMAN LLOYD S. S. CO.: For Gibrattar, Naples and Genon-Kornigh Laise, Mch. 25; Herlin, Apr. 1: Fred. der Grosse, Apr. 8; Prinsees Irene, Apr. 15; Koenig Albert, Apr. 23.

NORTON LINE: For Monterideo, Rueges Ayres and Resario-Ikalia, Mch. 18: Ikaria, Apr. ----

PANAMA RAILROAD S. S. LINE: For Colon -Alliance, Mch. 21: Colon, Mch. 31; Advance, Apr. 6, Panama, Apr. 12; Allianca, IS: Colon, Apr. 21; Advance, Apr. 28; and a sleamer about every six days.

PHOENIX LINE: For Antwerp-Manhattan, Mch. 15; St. Andrew, Mch. 20; a sleamer Apr. --

PRINCE LINE: For Rio de Janeiro, Santos, Montevides Burnes Astes and Resario-Indian Prince, Apr. 5; Orange Prince, May 5

PRINCE LIRE: For Pernambero, Bahin. Rio de Jame-tro and Santos.—Scottish Prince, Mch. 25: Asiatic

PRINCE LIME: For Cape Town, Algon Bay. East London, Port Natal and Indagon Bay. A steamer QUEBEC STEAMSRIP CO.: For Bermuda -Bermudian

QUEBEC STEAMSRIP CO. LTD.: For Leeward and Wilelward Islands and Demerara—Guiana. Apr. 1; Karona. Apr. 15; Parima, Apr. 20; Guiana, May

*RED CROSS LINE: For Halifex and St. Johns-Ross-lind, Nich. 21 and Apr. 5.

RED "D" LINE: For La Guarra, Caracan and Mara-calbo-Zulla, Mch. 22 and Apr. 18: Maracaito, Apr. calbo-Zuila, 1

RED "D" LINE: For San Juan and Poerto Cabello-Philladelphia, Apr. 12 and May 10; Caracas, Mch. 20 Hadelphia, Apr

*RED STAR LINE: For Aniverp Knomland, Mch. 18: Lapland, Mch. 25; Yaderland, Apr. 1; Finland, Apr. 5; Kroouland, Apr. 15; Lapland, Apr. 22; Vaderland,

Apr. 20.

ROYAL MAIL STEAM PACKET CO.: Por Bermuds and Antillia—Tagus. Mel. 25 and Apr. N.

ROYAL MAIL STEAM PACKET CO.: Por Antillia.

Kineston. Celon. Savashilia. Cartagean. Trinded and Kingsten, Colon, Savanlila, Carragena, Trinidad and Batl-ades-Treni, Men. 18; Oraba, Apr. 1; Magda-lena, Apr. 15; a steamer Apr. 20.

ROYAL DUTCH WEST INDIA MAIL LINE: For Hat-lien ports, Caracao and Paramaribo-Prins Maurita, Mob. 24; Prins der Noderlanden, Apr. 7; Ascanas, Apr. 21; Prins Willem V. May 5.

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ROYAL DUTCH WEST INDIA MAIL LINE: For Bar-bades and Demeriar—Saranasca, Mcb. 27 and Apr. 24. Copenance, Apr. 10 and May S ROYAL DUTCH WEST INDIA MAIL LINE: For Trin-Med and Paramaribe—Marchijee, Apr. 3, May 1 and

RUSSIAN EAST ASIATIC S. S. CO.: For Inbau-batosia, Mch. 25; a steamer Apr. 8 and 22. *SCANDINAVIAN AMERICAN LINE: For Christiansand, Christinnia and Copenhagen—C. F. Tietgen, Mch. 23: Heilig Olav, Mch. 30; United States, Apr. 13; Ogcar II, Apr. 27.

TRINIDAD SHIPPING AND TRADING CO., LTD.:
For Grennia and Trialdad-Marucas, Mch. 24. Cr. of
Navarre, Apr. 4. Grennia, Apr. 11; Cr. of Grennia.

UNION CLAN LINE: For Cape Town, Algos Ray, East London, Port Natal and Delagos Bay-Ares Castle, Apr. 10; Kentta, Apr. 30. UNITED FRUIT COMPANY: For Port Antonio Fines

Zacapa, Mch. 30; Almirante Apr. 6; Santa Maria, Apr. 13; Metapan, Apr. 20; Zacapa, Apr. 27. UNITED STATES & AUSTRALASIA S. S. CO.: For Fremarile, Adelaide, Melbourne, Sydney and Bris-base A riesmer late April.

United States & Australasia s S. Co.: For Melbourne, Sydney and New Zesland ports-Par-thesis, Mch. 22

thems, Mch as Writted Stattes & China-Japan S. S. Line: F Heng Keng, Shanghai, Kobe and Yokohama—Indr samba, Apr. 25; Indrade, May 10.

UNITED TYSER LINE: For Melbourne, Sydney, Auck-land, Wellington, Lyticiton and Dunedlo-A steam-UNITED TYSER LINE: For Fremantic, Adelaide, Mal-lourner, Sydney and Brisbane-Berlin, Mch. 18: Scharfela, Apr. 24.

URANTUM STEAMSHIP CO. (miccessors to North West

URBRUUM SYEAMSHIP CO. (myccosers to North Wese, Thompset Line). For Retteriam—Campusello, Mci., 20, transum. Apr. 13: Voltarma, Apr. 27: WEST COAST LINE: For Posts Areas Commel, Val-putalso, Antongasta, Inglusye, Arcs, Molerdo, Caj-leo, Etes, etc.—Brantused, Apr. 15: Meiderskin, May 20:

*WHITE STAR LINE: For Southampton-Oceanic, Mcb.
20. Majestic, Apr. 12; Adriatic, Apr. 19; Oceanic,
Apr. 20.

*WHITE STAR LINE: For Liverpool -Laurentie, Mch. 25: Cetrie, Apr. 1; Canadian, Apr. 6; Baltie, Apr. 8; Cettle, Apr. 15; Armenian, Apr. 19; Laurentie, *WHITE STAR LINE: For Gibraitar, Naples and Ge-nea-Crelle, Mck. 29 and May 10.

WILSON LINE: Fer Hull -Idaho, Mch. 25; Toronto,

From Philadelphia, Pa.

*ALLAN LINE: For St. John's, N. F., and Glasgow—Carthogistan, Mch. 18; Covinthian, Apr. 1; Mongolian, Apl. 15; Carthoginian, Apl. 29. *AMERICAN LINE: For Liverpool—Friesland, Mch. 15; Haverford, Apr. 1; Merion, Apl. 15; Friesland, Apl. 22: Haverford, May 6

ATLANTIC TRANSPORT LINE: For Havre and Lou-don-Minhesota, Mch. IN: Maryland, Apl. 2; Montaus, Apl. 10; Minhesota, May 2. COSMOPOLITAN LINE: For Rotterdam-Normannia, abt Apl. 6, a steamer abt. Apl. 20. abt Api, 0; a steamer act. Api. 20.

COSMOPOLITAN LINE: For Christiania, Copenhagen and Stettin-Arkunans, abt. Mch. 21; Euzinia, abt. Apl. 6; a steamer abt. Api. 20.

COSMOPOLITAN LINE: For Leith-Mosts, abt. Mch. 31; A steamer abt. Apl. 18. HAMBURG-AMERICAN LINE: For Hamburg-Pina, Mch 20, Pr. Adalbert, Mch. 22: Ypinanga, Apl. 7;

Mch 20, Pr. A Albano, Apl 17 HOLLAND AMERICA LINE: For Retterdam-Waver-ley, Mch. 24; Zyldyk, Apl. I; Gorredyk, Apl. 18; Manrienselyk, May 9.

*ITALIA LINE: For Genoa and Naples-Ancona. Mch. 22. Verson, Apl. 4; Tsormina, Apl. 18; Ancona. Apl. 23

PHILADELPHIA MANCHESTER LINE: For Manchea-ter-Manch, Exchange, Mel. 10; Manch. Comm., Meh. 21. Manch. Corporation, Apl. 8, Manch. Skip-per. Apl. 18.

PRILADELPHIA TRANSATLANTIC LINE: For don-t'rown Point, M Eagle Point, Apl. 22 Mch. 18; North Potot, Apl.

*RED STAR LINE: For Antwerp-Menomines, 17; Manifes, Meh. 31; Marquette, Apl. 14; 3 ince, Apl. 28; Manifes, May 12. e. Apl. 14; Menom-

SCANDINAVIAN-AMERICAN LINE: For Christiania and Copenhagen—Arksusses, abt. Mrh. 21. A stessuer abt. Apl. 18. UNITED FRUIT CO.: For Port Autonio-Every Thursday, 10 a to

(Centimed on page 34)

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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS .- Continued from page 32. See notice at head of page 21.

From Boston, Mass.

ALLAN LINE: For Ginsgow-Namidien, Mch. 23; Grampien, Apr. 6.

RAMBURO-AMERICAN LINE: For Hamburg—Pa-tricia, abt. Mcb. 18; Graf Waldersce, abt. Apr. 1; Boania, abt. Apr. 15; Bethania, abt. May 1. HAVANA LINE: For Havana-Rheingraf, abt. Apr. 10

HOLLAND-AMERICA LINE: For Hotterdam-Zyldyk, Mela 25; Gorredyk, Apr. 11; Manrensdyk, May 2. LEYLAND LINE: For Liverpool-Winifredian, Meh 22; Mohemuan, Apr. 5.

LEYLAND LINE: For Manchester-Caledonian, Mch. 18; Berlau, Apr. I; Bostosian, Apr. 15. *RED STAR LINE: For Antwerp-Manitou, Mch. 2 Marquette, Apr. 7; Menominee, Apr. 21; Manito May 5.

SCANDINAVIAN-AMERICAN LINE: For Christiania and Cosenbages -- Penusyivania, Meh. 25; Kentucky, abt. Apr. 20. UNITED FRUIT CO.: For Kingston or Port Antonio, UNITED FRUIT CO .: For Port Limen -Every alternata and Friday.

WARREN LINE: For Liverpool-Sagamore, Mch. 25. "WHITE STAR LIME: For Ghraitar, Napic and Genera-Recentle, Mch. 18; Canople, Apr. 5; Ro-manic, Apr. 20; Canople, May 20; "WHITE STAR LINE: For Liverpool—Zeeland, Mrb. 28; Cymile, Apr. 11; Zeeland, Apr. 25; Cymric, May 9;

WILSON'S & FURNESS-LEYLAND LINE: For London —Cambrian, Mch. 24; Columbian, Mch. 31. WILSON LINE: For Hull-Toronto, abr. Mrh. 25;

From Baltimore, Md.

ATLANTIC TRANSPORT LINE: For Havre and Leadon-Philadelphian, Meb. 31; Mackinaw. Apr. 14.

DOBALDSON LINE: For Glasgow-Salacia, abl.

HAMBURO-AMERICAN LINE: For Hamburg-Silvia, Mch. 18: Patrick, Mch. 28; Graf Walderace, Apt. 10; Bessia, Apr. 24.

JOHNSTON LINE: For Liverpool-Vedametr, Mch. 25; Flatermore, Apl. S; Templemore, Apr. 22. LOBD LINE: For Cardiff, Dublin and Belfast-Lord Charlemont, abi, Mch. 28. MUNSON LINE: For Colon-A atcamer abt. Apr 15.

NEPTUNE LINE: For Rotterdam-Maartensdyk, Meb. 22: Andyk, Apr. 1; Sloterdyk, Apr. 12; Soestdyk, Apr. 22. Apr. 22.

**NORTH OERMAN LLOYD: For Bremen-Rrandening, Meh. 22; Hannover, Apl. 5; Cheunits, Apl. 12; Main, Apr. 18; Breslau, May 3.

**SAMDINATIONAMERICAN LINE: For Christiania and Copenhagen—A steamer abl. Meh. 25 and Apr. 22.

RED STAR LINE: For Antwerp-Philadelphian, Meb.

31; Mackinaw, Apr. 14

UNITED FRUIT CO.: For Port Anienio—A steamca

avery Wednesday, 10 a. m.

From Norfolk and Newport News.

CHERAPPAKE & ORIO S. S. CO., LTD. (Virginia Line: For Liverpool-Enst Point, abt. Mcb. 25, Potenner, abt. Apr. 15. For London-Mootauk Point, abt. Apr. 5. DONALDSON LINE: For Glargow-

RAMBURG-AMERICAN LINE: For Humburg Georgia, abt. Mcb. 17; Tampican, abi. Apr. 22. BOLLAND-AMERICA LINE: For Audyk, Apr. 5.

ROLLAND-AMERICA LINE: For Audyk, Apr. 5.

ROLWAY-REXICO GUIE LINE: For Huwan, Portte Mexico and Vera Crue-Nordeyn, abt. Apr. 10* Trans, abt. May 5

From Galveston, Texas.

ATLANTIC AND MEXICAN OULF S. B. CO.: For Vera Cruz, Puerto Mexico and Progres

uun or each moun.

AUSTRO-AMERICANA LINE: For Barcelona, Venice,
Trieste and Flouse-Gerty, abt. Meh. 20.

BOOTH LINE: For Liverpool-Justin, Meh. 20.

Gepher, Apr. 5; Hasii, Apr. 30; Steplera, May 6. CREOLE LINE: For Barcelons, Genou, Leghorn and GULF TRANSPORT LINE: For Liverpool -Ikbal, abl. Meh 31 HAMBURG-AMERICAN LINE: For Hamburg-Elbs, first balf Apr.; Dorn, last balf Apr.

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HARRISON LINE: For Liverpool-Director, ab LARRINAGA LINE: For Maurhester-A steamer ab Mch. 23 and Apr. 10.

LA COTOMIERA LINE: For Naples and Genoa-Italia, abt. Mrh. 30. NEW YORK & PORTO RIGO S. S. Co.: For Port Rico-Manapequa, Mch. 31 and Apr. 30.

MORTH CERMAN LLOYD & S. CO.: For Brimes. Railnets, abt. Meb. MORWAY MEXICO GULF LINE: For Statumeer, Christians, Copenhagen and Gothenburg-Nordkyn, abs Apr. S. Teass, abt. May I.

BOUTHERS S. & BAMANA CO.: Por Frontera-Str Disa, and Mch. 22 and every 13 days. UNITED STEAMSHIP LIME: For Havana - Steams let and 10th of each month. UNITED STEAMSHIP LINE: For Santiago de Cub and Kingaton-Str. Progress, 15th of each mouth

UNITED STEAMSHIP LINE: For Malabras, Manganill and Chaffergos Steamer lat of each month. WOLVIN LIBE: For Tampico, Vera Crus and Poeri Mexico - A stur. (from Texas City), abt. avery 2

From New Orleans, La. ATLANTIC & MEXICAN OULF B. S. CO.: For Ven Crar. Puerto Meaire and Progress-Str. Nor. 4th a

AUSTRO-AMERICANA: For Barcelona, Marsellles Venice and Trieste -Emilia, abi, Mch. 22; A atmr. Mch. 31; Frene, Apr. 22; A atmr., Apr. 30. BECREE'S CREOLE LINE: For Marsellien, Genet etc. Lactitia, Mch. 26, Sicilia, airt. Apr. 3, Fert abt. Apr. 30; C. di Paterno, abt. Apr. 24. abt. Apr. 20; C. di Priccial. 100. Apr. 20; COMPAGNIE GENERALE TRANSATLANTIQUE: For Havre used Dunkirk—Verginia, Mch. 26; Texas, abt. Apr. 7; Californie, abt. Apr. 25.

FOLCH-PINILLOS LINE: For Operto and Barcelota-Plo IX, Mch. 25; M. M. Piolllos, Apr. 10; a Steamer, Apr. 20.

OANS STEAMSHIP LINE: Stmrs. ldg. for Rotterdam and Danish ports.

RAMBURG-AMERICAN LINE: For Hamburg-Stmr.

Barrister and Cycle. Inst half Mch., Hehenfelde.

first half Apr.; Montauk, abt. Apr. 22; Atlantic, act.

May 5.

HARRISON LINE: For Liverpool-Mechanician. Mch. 25; Barrister. Mch. 30; Commodore, Apr. 10; Civilian, Apr. 20; Centurion, Apr. 30. HEAD LINE: For Beifast and Dublin-A Steamer-late Mch.; a Steamer, late Apr.

LA COTOMIERA LINE: Stairs, ldg. for Genoa and LAMPORT & HOLT LINE: For Aniwerp-Lincoln-shire, Meb. 26; Milton, set. Apr. 10, Coronation,

LEYLAND LINE: For Manchester-Meliculan, Mch. 29; a Steamer, Apr. 25. LEYLAND LINE: For Harre-Colosian, Mch. 29; e Steamer, Apr. 29.

LEYLAND LINE: For Liverpool-Almerian, Mel. 25; Californian, Apr. 10; Median, Apr. 17, Colonias LEYLAND LINE: For Brown-Indian, Mch. 22; .

LEYLAND LINE: For Brighten-indica, McL. 25.

Steamer, Apr. 25.

LEYLAND LINE: For Antwerp and London—Etanlar.

Mch. 28: Oxonian, Apr. 25.

Maclax-PRENTICE LINE: For Glasgow—Pashoda. MONTES LINE: For Progress-Steamer every 16 days MOROAN LINE: For Havans-Tuesdays.

NEW YORK & PORTO RICO S. S. CO.: For Porto Rico-Corval, Mch. 18, Ponce, Mch. 25; a Steamer, Apr. 5 and abf. every 10 days.

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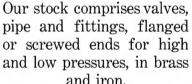


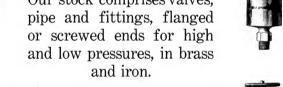


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Who I Indian with Dire		(y			acid out	0,101		
NEW YORKLv.	Sat.	Apl.	29	May	13	May	27	June	19
†Antilla (Nipe Bay, Cuba) Lv.	Wed.	May	3	***	17	***	31		14
Kingston (Jamaica)Lv.	Fri.	00	5	41	19	June	2	65	16
ColonArr.	Sun,	66	7	**	21	**	4	66	18
ColonLv.	Tues.	**	- 5	86	23	66	6	94	20
CartagensLv.	Wed.	84	10	84	24	94	7	64	21
Savanilla (P'to Colombia) Lv.	Thurs.	**	11	0.0	25	80	8	84	22
P'to CabelloLv.	Sat.	**	13	**	27	65	10	66	24
Trinidad (Tobago via Trinidad) Lv.	Tuea.	66	16	66	30	64	13	+4	27
*BarbadosLv.	Wed.	**	17		31	**	14	141	28
CherbourgArr.	Mon.	140	25	Tune	12	9.0	26	Fulv	10
SOUTHAMPTONArr.	Mon.	44	29	84	12	84	26	- 4	10

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Leixoes (Oporto)*	**	20	-	4		14	**	21
Lisbon	21	- 1	84	8	84	15		22
Madeira	May	3		-	**	17		23
St. Vincent	**	6	**	14			94	28
Pernambueo	44	11	94	19	60	25	June	1
Bahia	- 60	12		20	- 44	26		- 2
Rio de Janeiro	- 60	15	81	23	60	29	**	- 4
Santos	84	16	**	24	**	30	**	7
Montevideo	**	19	**	27	June	2	**	10

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Vol. IX.

APRIL 15, 1911.

No. 6



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The expansion of American export trade must always be limited to our ability to produce the staple products of international exchange at prices which the foreigner is willing to pay, and in many of these lines we are not, as yet, able to compete with Europe.

FOR MORE ACCURATE STATISTICS.

PARTLY as a result of the charges of padding recently brought against the Bureau of Statistics by Francis J. Lowe, of New York, Mr. O. P. Austin, chief of the Bureau, has prepared a new form of statement designed to discriminate between exports of goods ready for consumption and exports of goods for further manufacture. In the first group will be enumerated about forty items which represent in ordinary years about three-quarters of the total exports of goods for consumption. In the second class will be only about ten or a dozen tiems which are believed to represent a similiar proportion of manufactured goods exported for re-manufacture. This new form of statement is expected to be a more complete guide to the division between manufactured goods for consumption and the other items which the Bureau has been accused of using as a means of padding the statistics. It is stated that with this line of division drawn and the totals stated there can be no question as to the character of items included in the figures.

VINDICATING LATIN-AMERICA

THE article in this issue by Mr. Ribas should be read by everyone who does business with our Latin-American neighbors, as his remarks apply equally to any one of these republics. Owing to the revolution now in progress in Mexico, which is liable to cause bad feeling between the United States and her sister republics, it is well to bear in mind that the Latin-American way of looking at things is bound to be different from ours, and we should therefore be slow to take offense at opinions which we may expect will be aired in the public press of South and Central America in regard to our stand in the Mexican trouble. Avoid quarreling with a good customer.

EXPORT MARKET FOR WOOLLENS

THIE recent successful efforts of a large American carpet manufacturing concern to develop its export business with various countries and the gratifying results that were obtained in the Argentine Republic, a market that had hitherto not been touched by American carpet manufacturers, are stirring up producers of other classes of textiles to similar endeavors. It is understood that the largest American woollen goods corporation has been making inquiries regarding the drawback allowance granted by the government on goods made of foreign wools, which drawback amounts to 99 per cent. of the duty levied, and the interest manifested is regarded as evidence that some action toward the opening of new markets for American made woollens is under consideration.

AN ACTIVE EXPORT CAMPAIGN

I T is estimated that the export buisness of the United States Steel Corporation is now running over 16 per cent, of its total production. Last year the corporation did the largest export trade in its history, and it is probable that the figures will be exceeded this year, as an active campaign is being made in foreign markets.

The competition of American steel products has been made lately the occasion of frequent comment by foreign steel-trade journals. The recent importation of nearly 4,000 tons of billets, pig iron and steel bars into England from the United States has been particularly commented upon.

Keeping Good Friendship with Latin-America

The clubwing ratio by Marios R. Elbas, manager of the Foreign Department of the Edwards Mig. Co., of Cincinnati, the world's largest amandeterators of short most building materials, in interesting and timely, challing as in does you'd not business relations with Mentec and Lairis', harries generally. Mr., Rikas, all limits of the contract of the co



HY is it that when some trouble starts in one of our neighboring republics we find it necessary to make it worse by stirring up public minds and exaggerating the importance of the movement? If a man wanted to get acquainted with Mexico through American

channels, he would certainly have a horrible idea of our Southern neighbors. With some unsuccessful traveling men relating their disappointments and misfortunes, and several yellow journals hammering re-

lentlessly on the Mexican policies, traditions or ways, how can the manufacturers find people down there who will take their offers into consideration? How can the name of America be respected and admired by the 20,000,000 Mexicans who daily have their feelings hurt and are insulted by what we might call an "association of commercial malefactors?"

The future progress of a country lies in its commerce, as well as in its moral and physical development, and every common-sense American knows that we need Latin-American markets for our goods.

When the Standard Oil went to Mexico, it was because it knew there was business to be had from the Mexicans, and when Mexico refused to stand the big trust and handed it its passport, it was because our neighbors knew they could not Manager of the Foreign Department of the Edwards Manufacturing Co., Cincinnati, Ohio.

in the country. Since then Mexico has several good friends who waste their energies, or rather their time, ilifying Mexico and its people.

Merchants are spending millions yearly to promote American trade in Mexico. The United States Government devotes a great deal of its time to facilitate commercial connections between the two countries, and all these moral, physical and financial efforts are counteracted by this "association of commercial malefactors," whose brains can find no better aim than that of demolishing the work of thousands of commonsense Americans.

Tell me, gentle reader of these lines, if you were a Mexican and were reading one of those insulting and stupid articles in which Mexico is described as a wild, barbarous, horrible country, if at that very moment there came an American salesman to offer American-made goods, what would you do? Well, certain magazines publish under the title "Barbarous Mexico" articles of this kind which are read by hundreds of Mexicans, not because they are interesting or worth reading, but because one likes to compare the

noble and high expressions of sentiment, and the expressions of low and worthless thoughts. And thousands of Americans knock every day at some Mexican door to offer American-made goods. Is it surprising that the Mexican gives preference to German or French-made articles?

Mexico does not believe that all Americans approve of the articles written against Mexico, but they do believe that all Americans stand for it and that the country tolerates it. In Mexico. as everywhere else, there are cases of cruel and wild outbreaks, but these are only isolated cases. It would be as just to judge the American people by isolated cases like those of Newark, O., or of Breathitt or Jackson County, Ky., as it is to judge the Mexican people by some infrequent cases of cruelty com-Photo by Young & Carl, Cincinnati. mitted, not in the central states, but in remote states far from the large cities and modern centers.



MARIUS R. RIBAS.

Diaz may be whatever some people wish to call him, but nobody can deny that he has done more for his country than any man of modern times. When Diaz took possession of the presidency in 1876 there were 617 kilometers of railway. Now there are 24,320 kilometers. In 1876 there was no banking law, no good roads, no modern schools, no safety for foreign capital. Now there are hundreds of modern schools, there is a sound, conservative banking law, assuring all kinds of transactions, there are hundreds of millions of dollars of American

and other foreign capital invested in railways, mining enterprises, etc.

Other countries have also progressed, maybe issert than Mexico, but in other countries the governments had the assistance of the people, whereas in Mexico there was only one man, who had to first convince his friends to help him, and then make the people stand for reformation. This name is Diaz.

There are people who lament the state of mind of a limited group of low-minded Mexicans, and still they have to criticise the man who stops them from doing evil and promoting their erroneous ideals. Mexico is to-day a modern country, with all the modern comforts and modern improvements, and without several of the modern evils that we have right here in the states, like they have them everywhere else, You can travel to-day in Mexico from the American border to almost any important point in Mexico, southern, eastern or western parts. Pleasure parties like those from Cincinnati go twice a year to Mexico just to see the interesting things and enjoy themselves. These parties are composed almost exclusively of ladies. Ask any of them if they have seen in Mexico any signs of a barbarous country. All the people who write against Mexico are people who have met with failure in their Mexican affairs, but they don't want to admit that it was on account of their limited knowledge and they blame it altogether on the country.

I have not heard so far of any German or French campaign to discredit Mexico, and if there were justifiable grounds to start one these countries would have found them as quickly as these critics here, who try now to make themselves and us believe they have.

Let us show our Mexican neighbors that we want friends and customers with open doors and not enemies, and let us recognize that if the Mexican people do not enjoy as many privileges as the people of other countries it is because they are not ready to have trusts and suffragettes.

In regard to the present trouble in Mexico, I don't believe that it will have any very bad effects upon our trade with our southern neighbors. Perhaps at first, when the news was received that twenty thousand American soldiers had been sent to the border, some suspicions were aroused across the Rio Grande, but after an explanation was given as to the aim of the United States Government in sending this

force to the border, our neighbors calmed their apprehensions and became the trusty friends of former days.

I myself really believe that the importance of this revolution has been greatly exaggerated. It has only troubled three or four states in the northwestern part of Mexico. The rest of the republic has been quiet and peaceful, except perhaps where some papers of the opposition have found in this rebellion a good reason for starting attacks upon the present regime. Business has not suffered to a great extent except in a city or two, and transactions between the United States and Mexico have been going on without any interruntion.

As stated above, we must by all means keep on good terms with the people whom we want as friends and customers. It is very hard to get business from people who for some reason or other have a cert in antipathy to us. As long as they are friends and they like us. we can increase our trade.

Latin people are very sensitive. When trying to deal with them one must never forget this. Before you can get anything from a Latin customer you must win his good will. Sometimes he will buy without having any ready need for your goods, but just because you have won his friendship and he cannot afford to turn you down. I have had this experience myself, and I am sure many others could say the same thing.

Every country has methods of its own and when trying to get business in Mexico we must adapt our-selves to Mexico's methods and forget for a while that we come from the United States, where hustle and bustle are the main factors in closing commercial deals. Being the closest neighbors to Mexico, having special treaties with the Mexican country such as postal regulations and railroad facilities, we are the natural manufacturers for the Mexican consimer. We therefore should get, if not all of the Mexican imports, at least a very large share, and I hope that the time will come when the American manufacturer will control not only the American market, but also most of the Central and South American outlets.

This, however, will not be done by their inviting us to get the trade, but by our constant and energetic efforts to outdo our competitors. Also by always keeping good friendship with Latin America.

M. R. RIBAS.

Cincinnati, Ohio, April 8, 1911.

Las Maquinas Americanas para Agricultura

(Continúa de la página 20)

dad. Tiene 6,000,000 bocas que alimentar, así es que el grano se consume tan pronto como llega. Para dar pan á la ciudad de Londres se necesitaria toda la cosecha de trigo de Indiana ó de Siberia.

Tampoco hay elevadores de gran importancia en Paris, Berlin ó Anveres. Cualquier trigo que llegue á una de estas ciudades, es inmediatamente despachado al molino ó vuelto á embarcar para otro punto. El trigo es muy valioso en Europa para ponerlo en almacenes por un año ó dos, como puede suceder en Minnesota. La ciudad de Rotterdam solamente tiene un elevador y eso de un tamaño moderado. Ni Odesa ó Sulina tienen elevadores que puedan considerarse. grandes, por la razón que en Odesa las ligas de obreros tienen una inconquistable predisposición contra los elevadores, y en Sulina el grano solo se queda en esa ciudad por muy poco tiempo y lo despachan á otro punto.

Esta ciudad de Sulina, con una ojeda al mapa de Europa, es la ciudad más triste productora de trigo que se conoce. Se levanta sobre un montón de arena en la boca del Danubio—un oasís de vida humana en na selva pantanosa. Los niños allí nacidos munca han visto un ferrocarril, pero 1,400 embarcaciones salen de los muelles de Sulina cada año cargados con suficiente trigo para alimentar Londres. París y Refrin.



A S announced in our March issue, we intend to devote a page or more in the Exporters' Review each month, under the above heading, to information regarding the practical men in the New York Export Commission Houses, namely, the "buyers," who know the requirements of the markets of the world from the poles to the tropics.

It is the "buyers" who know, better even than the directing officers of the more important export houses (whose time is taken up with questions of policies, credits, etc., rather than with the details of their selling departments) why certain classes of goods would find favor in certain markets and why others again would prove unattractive.

It is the "buyers" who know the possibilities for the introduction into foreign markets of all kinds of American goods, the prices that must be quoted to meet the competition of England, Germany and other commercial nations, just how much competition is to be dealt with, how it can be overcome, or why it cannot be overcome, etc., etc.

It is with this idea that we have introduced this new feature, our aim being to acquaint our readers, both at home and abroad, with the "buyers"
themselves, in the belief that the introduction cannot fail to benefit all concerned, particularly the manufacturers of this country, who are just commencing to take a real interest in the possibilities of foreign trade and the
necessity of reaching out for it.

We have already received quite a number of letters from prominent manufacturing concerns congratulating us on this new feature and wishing us success in our efforts to help along the export movement of American goods, and we wish to thank our friends, the "buyers," for their co-operation in the work, which can only result in benefit to them and to our readers, both at home and abroad.

THE EDITOR.

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Most Lines Furnish Bills of Lading Free

It has been the custom of ocean steamship lines for many years to furnish bills of lading free to shippers and the same is the case with coastwise and railroad lines. It is therefore a great inconvenience and annoyance to shippers to find, in making their shipments by the Holland-America Line or the Scandinavian-American Line, of which Funch, Edye & Co., 10 Bridge street. New York, are the freight agents, that they must purchase the bills of lading forms from a designated downtown stationer at the rate of one cent each, or 75 cents per hundred. As it is frequently the case that mere office boys are sent for the hills of lading forms, without the money or the authority to buy them, this often entails serious delay and annovance. Such antiquated methods on the part of these steamship lines have caused much criticism of both the lines and the freight agents. The cost of printing bills of lading, once the matter has been set in type, is a mere bagatelle to the steamship lines and it seems absurd in this enlightened age to compel shippers to pay for the forms, aside from the inconvenience of having to get them elsewhere than at the offices of the lines.

Converting Pleasure Cars Into Delivery Wagons

Efforts to find some way to advantageously work up partlyused pleasure cars by dealers and manufacturers who have traded them in, have brought into the field of commercial cars a new and interesting competitor—the pleasure car rebuilt into a practical delivery wagon. Several of the leading companies have been experimenting in the scheme and are now seriously adopting it, with successful results. It is said that probably not less than 500 such cars will be sold in the New York tracket this season. The announcement of the Manhatan Storage Co. in this issue is of interest in connection with this new development. See page 27.

Two Useful Books for Export Manufacturers

Two of the most useful books for exporters and manufacturers that come to our notice each year, are the "Kelly's Directory of Merchants, Manufacturers and Shippers of the World" and "Kelly's Customs Tariffs of the World." The former is a work of 3,500 closely printed pages and contains classified lists of the Consuls, Banks, Manufacturers, Importers, Exporters, Merchants, Jobbers, Brokers and Shipping Agents in every country in the world. The work is indexed as to countries, towns and trades, making it very handy for reference. It should prove of great value to American manufacturers who are seeking to expand their business in foreign countries. The "Kelly's Custom Tariffs of the World" is issued as a companion volume to the World Directory and contains the Customs Tariffs of the world, revised up to the time of going to press. An alphabetical list of the principal articles affords a ready means of consulting the proper section of the various tariffs.

The price of the Directory is \$12.50 and of the Customs Tariffs \$5.50, but if the two are purchased at the same time, the price for both is \$17.00. Published by the Kelly Publishing Co., 5 Beckman street, New York.

Covernment Restrictions on Marking of Goods

The following gives an idea of the laws in force in the principal foreign countries to prevent the sale or importation of goods bearing a false indication of origin. In Austria no law is in force except in the case of hops, while in Hungary the law in force prohibits the marking of goods with names or titles falsely indicating foreign origin. No special laws are in force in Belgium. In Brazil the laws in force prohibit the sale but not the importation of goods bearing a false indication of origin. In China no laws of the sort are in force, and no steps are taken to prevent such importation. In Denmark the law prohibits the sale or offering for sale of goods bearing such false indication. There is no general law in force in France, but only a law prohibiting false marks of French origin. Germany prohibits the wrongful application to goods of the trade name of another party or of a registered trade mark, as well as the placing on the market or offering for sale goods thus marked. Trade names of persons residing in Great Britain enjoy this protection without necessity of registration. .A British or other foreign merchant having registered his trade mark in Italy can bring a civil or criminal action against anyone who counterfeits his trade marks.

In Japan there are no laws prohibiting goods bearing false indications of origin unless they involve the infringement of a registered trade mark. The Portuguese law provides for the seizure of goods bearing false indications of origin, whether marked before or after importation, in either case on the petition of an interested party.

Waterfront Improvements Planned for Brooklyn

The New York Dock Company will shortly begin the reconstruction of the Commercial Wharf in Erie Blain, Brooklyn,
in order to build a raifroad terminal with warehouse and factory in conjunction of the best modern type. An entire block
of four-story brick warehouses will be demolished to make
way for the new terminal, which will have a depth of a full
block. There will be a concrete builchead of 600 feet on Erle
Basin and the building alone will cost \$1,000,000. It is understood that this is but the first step in the direction of important
improvements mapped out by the dock company. The greater portion of the long rows of antiquated warehouses surrounding
the result of the property of the control of the property of the company. The greater is
the step of the property of the property

New Export Forwarding Concern in the Field

The Judson Freight Forwarding Co., with offices in the now Whitefull Building, 17 Battery Place, New York, an nounce that, in addition to the forwarding and distributing of household goods and machinery, in which they have been engaged for a number of years, they have decided to enter the field of export shipping, specializing on shipments to the Orient, both via overland and via Sucz. Mr. C. A. Hall, general agent of the company at New York, was manager of the Asiatic Department of the Grean Northern Railway, at New York, for eight years and is therefore thoroughly familiar with trans-continental trans-pacific business. The main offices of the company are in Chicago.

SOUTH AND CENTRAL AMERICA. ETC.

Cuba May Exempt American Machinery from Duty

A bill which was introduced in the Cuban Senate in November last and referred for report to the Committee on Tarifis, and Finance, proposes that private individuals or companies who establish new sugar factories or other agricultural industries opening to cultivation large tracts of unproductive land in districts at present unexploited, shall enjoy, under certain specified conditions, for a period of two years, exemption from customs duty in respect to all machinery and apparatus that they may import from the United States of America for the installation of their establishments. Machinery and apparatus imported for the same purpose from countries other than the United States of America shall, it is proposed, pay duty at half the rates of the existing Cuban tariff.

Big Loan for New Brazilian Railways

Speyer Brothers, of London, have brought out an issue of Risgood Brailian Railway Co. 4½ per cent. deberture bonds with the particular object of connecting and consolidating the trailways in Southern Brazil into a comprehensive system joining at the international boundaries with the railways of Uraguay, Argentina and Paraguay. The company controls and operates of State of the Risgood Ris

Bids Invited for Chilian Port Improvements

Proposals for the improvement of the ports of Valparaisos and San Antonio, Chili, will be opened in Santiago, Chili, July 1911. The amounts allowed for this work are as follows: Porton of Valparaiso, £222,000, and Port of San Antonio, £78,000. Further particulars may be obtained by addressing the Chilian Legation, Washington, D. C.

Faster Steamers in Panama-Guayaquil Service

Sanderson & Son, agents of the Royal Mail Steam Packet Co, and of the Pacific Steam Navigation Co, announce that the latter named company have placed the twin serse steamers "Chile" and "Pperu" in service between Panama and Guayaquii. These are larger, quicker and finer steamers than those which have hitherto been in the service and they will, no doub, be appreciated by travelers and shippers to this part of the Pacific from the United States.

Increased Tariff on Imports into Salvador

A new tariff has been approved by Salvador, providing for a surtax of ap er cent gold on many imports. Cotton cloths of all descriptions, threads, elastic, leather and articles for the manufacture of soap, such as stearin, soda and potash, have been reduced.

Active Railroad Construction in Chile

The Chilian Government is constructing 2,405 kilometres (1,503 miles) of railways, besides the longitudinal line. The approximate cost will be 290,256,000 paper pesos. The works completed represent an expenditure of 90,518,300 pesos and a survey of 1,215 kilometres (760 miles).

Argentine Oil Resources May be Developed

A commission of civil engineers appointed by the Argentine Ministry of Agriculture are to investigate the extent of certain oil deposits known to exist in the southeastern part of Argentina, particularly in the district of Commodoro Rivadavia, Territory of Clmbut. This investigation is believed to be the ontgrowth of a survey of this field made a year ago by an American promoter and capitalist. Having gone thoroughly over the property in question, he offered to undertake its development power to the development of the cooponous was guaranteed for the further development of the property. The Argentine Government refused this offer and is now investigating the field itself.

Iron Ore Deposits Exist in Trinidad

Investigations have afforded alumdant evidence of the existence of large deposits of iron ore in the mountainous district of Northern Trinidad. The suil in the ravines has been washed away by heavy strinidis and relif uncovered rocks, boulders and ledges for a distance of about a mile from the base to nearly the summit of the range, and along these courses are rocks and boulders of rich iron ore, some of them weighing many tons, while in some places the appearance is of a solid formation of ore split and broken in every way. The report of New York assaysits shows the ere to be 70 per cent. magnetic iron. An estimate has been made that should there he a deposit of 20 feet in thickness on only 2½ per cent. of the surface of the mountain there would be many millions of tons of this valuable ore.

Americans Lead in Mexican Investments

Recent official statistics show that in the 21 years from the control of \$895,708,025 gold was invested in Mexico outside of the mining industry. Of this sum \$3,80.01,021 was supplied by Americans, while capitalists of the United Kingdom furnished \$24,456,082, foremay \$6,162,82. France \$16.000, Austria-Hungary \$40,200, Spain \$2,886,689, and Italy \$88,050. Mexico itself invested \$21,72,542,84. this amount including foreign money in companies organized under Mexican

Cuba a Likely Field for Motor Trucks

Mitor trucks and delivery wagons, according to the manager of a large importing concern in Havana, are just beginning to find favor there, and the future of the commercial motor vehicle in prosperous tropical cities, he says, cannot be said to be less than in the most enterprising cities of the States. The most popular vehicle will be the economical runabout which works in business and in pleasure, and the package wagon for omick deliveries in retail business.

Another Transandine Railway to be Built

A report from Santiago de Chile states that a commission of engineers is surveying for another Transandine railway, which, when completed, will greatly reduce the distance between the Chilian capital and Buenos Ayres.

EUROPE-GREAT BRITAIN AND THE CONTINENT

Americans to Make Business Tour of Europe

The first party of American business men to make a tour of Europe for studying business and economic conditions will sail from Boston, June 12 on the Cunard liner "Ivernia" for a 70 day's tip through England, France, Germany, Belgium, Ausstria-Hungary and Switzerland. The tour will end in Paris, August 15. Athough conducted by the Boston Chamber of Commerce, this tour will not be strictly confined to New England men, as the party of too will include delegations from the commercial organizations of New York, Philadelphia, Balaimore, Cleveland, Detroit, Pittsburg, St. Paul and other cities. It is also expected that officials representing the United States Government and various States and cities will accompany the party.

Gets Turkish Telephone Concession

The Turkish Chamber of Deputies has ratified the concession for the exclusive operation of a telephone system in Constantinople and the suburbs, which was granted provisionally some time ago, to an American-Anglo-French syndicate. To concession is for forty years and the government has the option of purchase after the first ten years.

American Elevators Popular in Europe

The annual report of the Otis Elevator Co. for the year just past states that substantial orders for traveling stairways and electric elevators have been placed with the company for

use in all parts of Europe.

Removal of Hungarian-American Bank

The Hungarian-American Bank, which has occupied the ground floor of 32 Broadway, New York, for the past several years, has removed to new offices at 147 Fifth Avenue, corner of Twenty-first Street.

Agricultural Machinery in Demand in Roumania

There is a great demand in Roumania for agricultural machinery and accessories, as well as for motors of all kinds, especially petrol and suction gas motors. There is also a very good future for the sale of material for water works and electric generating plants, as there is an increasing desire on the part of even the smaller towns to have up-to-date water systems and electric lighting.

Canadian S. S. Line Between England and Duluth

A great merger of navigation companies, in which the Furness Steamship Company, of England, is the moving power behind the deal, is being planued in England. The merger, which has for its object an uninterrupted service between English ports and Duluth, at the head of Lake Superior, will comprise the Furness Company, the Richelien and Ontario Navigation Company, the Island Transportation Company, and the Northern Steamship Company. The three Canadian companies mentioned are the most important inland navigation companies on Canada, working freight and passenger service on the St. Lawrence River, Lake Ontario, Lake Huron and Lake Superior.

Proposed Railway Construction in Russia

A program has been approved for the carrying out of surveys in respect of the construction of 12,000 versis of realways during 1911, 1912 and 1912 (versi = .66 g mile). This will comprise 3,300 versis in Eastern European Russia, 1,500 versis in the southeast, 2,200 versis in Central Russia, 1,500 versis in the southeast, 2,200 versis in Central Russia, 1,500 versis in the southwest, 2,200 versis in Central Russia, 1,500 versis in the north, 3,400 versis in the Caucasus, and 3,500 versis in the caucasus and 3,500 versis and 3,500 versis and 3,500 versis and 3,500 versis and

At a meeting held by the committee for new railways projects were discussed in regard to the construction of the following new lines: Ortha to Nijni-Dhysprovsk (on the Ekaterininskoe Railway), distance 81) versts, estimated cost 1,325,000 roubles; from Poltava in the direction of Konot, distance 230 versts, estimated cost 18,231,000 roubles, with a branch line 112 versts long, estimated to cost 3,357,000 roubles; Poltava to Lorov, 176 versts, estimated cost 13,068,000 roubles, with a branch from a suitable point to Nijni-Dhysprowsk oversts in length at a cost of 3,302,000 roubles; also a line from Novgonot-Syversts to Nijni-Dhysprowsk or Novgonot-Syversts to Nijni-Dhysprowsk or

Fabre Line Service to Providence

The Falter Line, whose steamship Madonna is scheduled to make her first regular trip from Marseilles to Providence, Ki, in June, has announced that the vessel will handle no freight in that port, either incoming or outgoing, because of the lack of wharfage facilities. The Madonna will merely land her passengers at Providence and will take her freight to New York.

Improvement of Spanish Harbors Proposed

The Spanish Minister of Public Works has requested from Parliament an extraordinary credit for 2,00,000 persua (\$50,000), for the purpose of improving the lighting and buoying of the ports of Spain. Almost all of this sum will be spent on the ports and coasts of Northern Spain. The improvements will be begun very shortly, and the Government proposes that all points of danger in the ports, estuaries, bays and coasts shall be eliminated.

Big Export Tobacco Contract for Europe

A contract was recently closed by the Planters' Protective Association of Paducah, Ky, with the Italian Regie for 6,000 hogsheads of tobacco at an average price of 11½ cents a pound. It is one of the largest contracts ever undertaken by the association. It also was announced that the association recently sold 5,000 hog-heads to the Spanish government.

Portugal Offers Subsidy for Steamship Service,

In an official note the Portuguese government asks for bilds from foreign shipping companies for a service between Lisbon and New York, touching at the Azores. It is desired also that wessels shall touch at Liverpool or Southard ton. The government will subsidize vessels on condition that a good fortnightly service be given.

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Correction Notes for the "Exporters' Encyclopaedia."

APRIL. 1911.

To Users of the "Exporters' Encyclopaedia"

Unless the Encyclopædia is kept up to date and is accurate it is of little value; in fact, incorrect information is worse than none at all. These pages (17 to 19) are so arranged that they may be withdrawn from the Review without injury to the book, and handed to the Shipping Department.

The "correction notes" herewith apply only to the seventh (1911) edition.

EXPORTERS' ENCYCLOPAEDIA CO., 80 BROAD STREET.

Correction No. 1, April, 1911-INDEX OF COUNTRIES (page 11).

The New York telephone numbers of Davies, Turner & Co. are Broad, 2617-2618 and 5813.

Correction No. 1, April, 1911.

BRAZIL (page 212).

The term "net of the articles" in the Brazilian Consular Invoice means the weight of the goods, plus the weight of the interior wrappings, cardboard, tin or glass packages in which the goods are contained, but not including the outside protecting case in which the goods are shipped.

> Correction No. 1. April, 1911. CHILE (page 263).

A shipping number must be marked on each package and this number must agree with the number stated in the Consular Invoice and other shipping

documente

Correction No. 1, April, 1911.

COSTA RICA (page 300). Route 3 issues through bills of lading for San losé only by special arrangement,

> Correction No 1, April, 1911. PANAMA (page 508).

On and after May t, the import duty into Panama will be 1212 per cent, ad valorem, except on liquor, opium, coffee, tobacco and a few other special commodities, which pay a higher rate of duty. On supplies for the Isthmian Canal Commission or for the Panama Railroad Co, there is no duty collected.

Correction No. 1, April, 1911.

ECUADOR (page 351). CONSULAR REGULATIONS.

Invoices must be presented at the Consulate not later than six hours before the departure of the steamer or vessel as advertised by the company or owners, otherwise they will be subject to an additional Consular fee.

Invoices must be paid for and withdrawn on the day following their filing with the Export Department of the Consulate and up to two hours of the time advertised for the departure of the vessel,

No interlining allowed in the Consular Invoices. The following declaration (in Spanish), on the

reverse side of the Consular Invoice, must be signed by the shipper:

"I swear by my word of honor, and legally, that the contents, weights and values stated in this Invoice are true and correct as appears thereon,"

Shipper.

Correction No. 1. April, 1911. PANAMA (page 566).

The Consul General of Panama is now Mr. Ramon Paredes.

Correction No. 1, April, 1911

VENEZUELA (page 736).

On and after May 1 the Venezuelan Consulate will be located at 80 Wall street, New York.

(Continued on page 19.)

Las Maquinas Americanas para Agricultura y lo que Benefician con ellas las Cosechas de Cereales en todo el Mundo

La Exportacion de Maquinaria Americana para la Agricultura, aumenta rápidamente de ano en ano y continuamente se ván fabricando nuevos aparatos para el cosecho de productos en los que hasta abora solo los metodos mas anticuados se han usado. Los parafíos que siguen dan la historia de la Maquinaria Americana para la Agricultura y no dejará de interesar a nuestros lectores en las Republicas Latino-Americanas, donde se saudian y usas mas y mas los productos del



E los tres principales alimentos de la raza humana, carne, arroz y trigo, el último es el mejor adaptado como alimento del mundo. Carne llegará á ser muy cara cuando los animales en las selvas queden exterminados y además, no es un alimento adecuado para

los países tropicales. El arroz, no es un alimento que robustece, de manera que no está adecuado como alimento en los países frios. Trigo, es un alimento universal, tan bueno para el esquimal como para los habitantes del Mediodia.

Pero aunque el trigo era reconocido como el mejor alimento por cinucunta siglos, no llegó á ser el alimento universal sino hasta hace unos treinta ó cuarenta años. Cada comunidad se comia el trigo que sembraba, y no tenia casi nada para vender, pues no obstante la cantidad de grano que los agricultores ó granjeros sembraban, no podian en ocho ó diez dias de cosecha, recoger mas que cierta cantidad limitada á la capacidad de sus seraneros.

Todo lo que un hombre podia hacer con la ayuda de su esposa, era echar mano de suficiente trigo para alimentar diez personas por un año. Cada familia no podia hacer más que alimentarse ella misma, y á lo sumo, alimentar á otra familia, pues nunca había suficiente. El trigo era de tan gran valor, que ninguno podia estar seguro de obtenerlo, excepto los reyes y la nobleza. En lo que toca á las masas de los campesinos que sembraban el trigo y lo cosechaban con hoces de mano, hubieran con más facilidad usado joyas que comer pan blanco.

Entonces, en 1831 vino la segadora mecánica. Por 5,000 años ni los campesinos, ni los reyes habian concebido una manera mejor de segar el trigo que con la guadáña y la hoz. El hombre que vino á cortar el mudo gordino, de lambre, fué Cyrus Hall McCornick, irlandés-escocés de raza, americano de nacimiento é inventor hereditario de una escuela temporana.

Esta nueva máquina, la segadora, cuando se desarrolló por completo en agavilladora automática, era igual à cuarenta hoces. Con un hombre que la operara, era bastante para segar y agavillar sufficiente trigo en una estación para alimentar 400 personas. En su estado más elevado de desarrollo, la segadora y trilladora combinadas, han llegado à ser una máquina tan colosal, que necesita treinta y dos caballos para arrastrarla.

Este leviatán corta un camino de cincuenta pies en la siembra del grano, lo trilla y ensaca á razón de un saco ó costal cada medio minuto. La producción total del mundo en segadoras de todas clases, agavilladoras automáticas, etc., no solo para trigo, sino para maiz, es probablemente como de unas 1,500,000 al año, de las cuales, dos terceras partes estan fabricadas en los Estados Unidos.

Debido á esta maquinaria para cosechar, la cosecha de trigo del mundo es ahora casi el doble de lo que fué en 1879. La cosecha americana se ha multiplicado seis y media veces en cincuenta años. El Oeste del Canadá, Siberia y la Argentina, se han convertido en países productores de trigo.

El costo de producción de un bushel (35 litros) en América con máquinaria y jornales elevados, es como medio dólar, que es menos que el costo en Europa y tan bajo como el costo de producción en la India, donde los labradores pueden obtenerse por muy pocos peniques al día. Con una hoz el costo de tiempo en alistar un bushel de trigo, era de tres horas, con la agavilladora automática es abora diez minutos.

Despues de la segadora, los factores más importantes en el mecanismo del pan en el mundo, son los ferrocarriles y vapores. Estos llegaron al lugar de la escena, justamente en tiempo adecuado para distribuir el sobrante que la segadora había producido. El vapor y su humilde pariente, el aljador ó lanchón, vinieron primero. El canal de Erie de 1825, y el canal de Sault Ste. Marie de 1887, fueron construidos principalmente para el tráfico en trigo.

En el año de 1856 ya se embarcaba trigo de Chicago á Europa, y cuatro años despues, un barco cargado de trigo desde California dió la vuelta al cabo de Hornos. Hace doce años, un tipo de vapor enteramente nuevo, una especie de un saco de acero immenso Ilamado "lomo de ballena," se construyó para cargar 250,000 bushels (8,750,000 litros) de trigo en una sola carga. Debido á esto, una tonelada de trigo es practicamente transportada trece millas por un centavo.

En la actualidad hay pequeñas alijas en los canales de Holanda, navegaciones grandes en el rio Volga y varios miles de vapores en los principales canales y rios navegables del mundo, todos llevando cargos de trigo. Suficiente trigo se transporta en la actualidad

(Continúa a la página 20.)

Correction No. 1, April, 1911. weighing port of Capitán Form-issued April 1, 1911. General. la República del Ecuado con 118 packages 10 Consul del Bultos 613 presentada Contenido Contenis (in detail) El infrascrito Consul General de de, Kilogramos, Sr. Mr. New York, ... factura precedente Kilograms, \$0.50 ignal con destino CONSULAR INVOICE (ECUADOR sucre Peso Neto en Kilagramos Net Weight in Kilos E ž por. certifica guales ST York. de. Peso Renta en Kilogramos Gross Weight in Kilos cuenta 20 the de N remit.....a shipped for Drocedente pordo s/ equivalentes à equivalent to Suc consigned on mercaderias merchandise Railors New York,.... Dollars se) å å Numeros Nombers CONSULAR Derechos recandados Consular fees charged es de \$... FACTURA CONSULAR de..... cuvo valor e Marks

Correction No. 1, April, 1911

PORTO RICO (page 626).

Route 5.

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American steamers.

(Pier 42, North River, Morton St., New York.)

Sailings: About every two weeks for San Juan, Ponce, Mayaguez, Aguadilla, Humacao and Fajardo. Other ports as freight offers. Freight only.

REGULATIONS.

Same as Route 1, except that minimum bill of lading is \$1.50.

Parcel receipts for direct ports (packages not exceeding \$25 in value), 75 cents.

Correction No. 1, April, 1911.

VENEZUELA (page 738).

Fire-arms, etc., when declared on the Consular Invoice "for sporting purposes" may be shipped to Venezuela without the "special permit" that is required in shipping rifles, amnumitions, etc.

All shipments of foodstuffs should bear the U. S. Government stamp of inspection or be accompanied by a certificate, sworn to before a notary, that the goods have been inspected by a competent authority, such as the Inspection Committee of the New York Produce Exchange as regards, flour, meal, etc.

Correction No. 1, April, 1811.

SHIPPING ROUTES FROM MOBILE. Route 1 (page 785).

Sailings are now:

For Progress direct, 1st and 15th of each month, proceeding to Puerto Mexico (Coatzacoalcos) and Vera Cruz if sufficient cargo offers.

Average time to Progreso, 3 days; Puerto Mexico, 6 days; Vera Cruz, 7 days.

Correction No. I, April, 1911

STEAMSHIP LINES FROM CANADA.

MONTREAL AND QUEBEC (page 827).

The Thomson Line has been purchased by the Cunard Steamship Co, and will hereafter be known as the Cunard Line.

CONSULAR INVOICES OR CERTIFICATES
OF URIGIN FOR

ARCENTINA HAITI
BRAZIL MENICO
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COLOMBIA PORTUGAL
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(Continua de la página 18)

de puerto à puerto del mundo para dar trabajo à casi trescientos vapores y durante el verano hay trabajo para casi tantos más.

Hibo una competencia bastante interesante entre el ferrocarril y el vapor en las primitivas épocas de transportación para ver quien conducia la mayor parte de trigo. Como por el año de 1869 el ferrocarril ganó. En este año tambien en los Estados Unidos se completó la faja de ferrocarriles del Este al Oeste, lo que significó la apertura del primer gran imperio de trigo. Otros ferrocarriles se extendieron en las bastas llanuras del Oeste, guiados por la demanda de trigo. Trigo era su principal carga y los agricultores eran sus principales pasajeros.

Al principio el grano se embarcada en sacos. Despues un genio ferrocarrilero inventó el carro especial para cargar grano sin necesidad de ensacarlo, y cuya capacidad es de veinte à venticuatro carretas, y en la actualidad, una de las vistas comúnes que se ven en los caminos de hierro en los Estados Uridos, es de un tren compuesto de sesenta carros caminando hacia el Oriente, con suficiente trigo en sus depósitos rodantes para abastecer por un año una ciudad de toxoo almas. Para el mismo objeto fueron construidos los ferrocarriles del Oeste del Canada, la Argentina y la India.

Desde el nacimiento de la segadora mecánica, el trigo la sido la madre fecunda de los ferrocarriles y vapores. Es más barato transportar trigo de un país á otro, que del granero de la granja á la próxima población. El promedio de distancia que el agricultor americano tiene que conducir su grano, es de nueve y media millas y promedio de costo de conducción, es de nueve centavos por too libras. De manera que ha resultado ser un hecho factible que conducir trigo á diez millas de distancia por carreta cuesta más que conducirlo 2,300 millas por vapor. Tal es la tensa eficacia de nuestra sistema de conducción de trigo, pues un bushel de grano puede abora tomarse en Missouri y mandarlo á los biladores de algodón en Inglaterta nor un décimo o sean diez centavos.

Asociada con este problema de transportación era la cuestión de almacenaje. No existia edificio conocido al hombre hace cincuenta años en el que se pudieran almacenar convenientemente un millon de busileis de maiz. Tuvo que inventarse una clase enteramente nueva de edificio para el objeto.

Todos los graneros de trigo estaban llenos; todas las bodegas cran pequeñas. La dificultad consistia en construir un gran edificio que pudiera llenares y vaciarse con rapidez. Justamente en el momento critico cuando se mecesitaba diello edificio, un inventor planuado F. Il. Peavey, apareció con un invento para elevar el grani—un conductor sin fin al cual se le figaban habdes de metal. De esta idea el elevador o conductor de granio-maío;

La primera ciudad en apreciar la utilidad de este nuco y poco atractivo edificio fué Chicago. No solo vino á ser el hogar de la segadora mecanica, sino el almacen principal del trigo. Construyó uno trás de otro de estos edificios mastodontes hasta que en la actualidad treinta y seis de ellos estan erectos á lo largo del lago, suficientemente grandes para embodegar toda la cosecha de Holanda, Suecia, Grecia, Egipto, México y Nueva Zelandia.

No solo hay cuarenta y cuatro elevadores en Chicapo propia, sino tambián cuarenta compañías de clevadores que han construido más de 2,020 clevadores en los Estados del Xoroeste productores de trigo. El gigante de todos los elevadores está aqui—un granero estupendo que contiene 6,000,000 de bushels, tanto como pueden cosechar 2,000 agavilladoras automáticas en 200 millas cuadradas de terreno.

De todas las ciudades Americamas solamente hay musa cinco que pueden pasar de los 10,000,000 de bushels de grano. Dultth-Superior está à la vanguardia con dos veces más la capacidad de budegas que Xueva Vork. Esta doble ciudad con su posición pintoresca —Dultth que queda á su costado en las colinas de Minuesota y Superior que queda á su costado en laplanícies de Wisconsin—ha sobrepasado en los últimos años á todos los competidores y es ahora el puerto principal de cembarque de trigo en el mundo.

Buffalo sigue como una ciudad de elevadores, pues tiene veintiocho edificios muy altos construidos de acero y la maquinaria está impulsada por la energía de las famosas catarátas del Niágara. Luego sigue Nueva York, con Kausas City y San Luis igualandose, pero siempre á una gran distancia de los primeros. Parece muy extraño que en la costa del Paciñco no luya un solo elevador. Debido á la fatta de lluvia, el trigo se ensaca y estos sacos se amontanan al aire libre hasta que llegue el dia de embarcarlos. Este es un mátodo muy costoso de maniobra pues los sacos ó costales cuestan 10 centravos cada uno y hasta la fecha no se ha inventado una máquim ó aparato que tome y cargue al deseo uno de estos sacos flenos de grano.

El elevador americano ha sido ahora generalmente adotaco com o Igranero ideal para trigo. Dos ciudades en Rumania, Braila y Galatz han introducido una inovación en la construcción de estos elevadores usando centento en vez de acero y una ciudad en Rusia—Nevorossisk en el Mar Negro—ha introducido una idea muy originál en la construcción de elevadores, y esta es de construir un edificio muy grande á un cuarto de milla separado del mulle, debido à que dá mejor vista al puerto.

Londres no tiene clevadores y nunca los ha tenido, anuque compra más trigo que cualesquiera otra ciu-

(Continúa a la página 10.)

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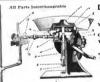
MICH, say about the Century Standard Code:
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Opportunities for American Trade in China

According to Charles Locber, of Seoul, Korea, who is now visiting the United States, one of the most promising indications of the possibilities for the extension of American trade is the extension by the Chinese government of the means of communication through the postal service, telegraph, telephone, railway and steamship lines. It is possible at this time to communicate with all of the larger towns through Korea, with the exception of a few in Ham Heung Province, which is on the far northeastern corner of Korea. These places, however, may be reached by telegraph. The postal service, and in particular the parcels post delivery, reaches all towns and villages throughout the empire. Railway service during the past year has been greatly improved. There is now running the entire length of the country an express train leaving Fusan, the southern extremity, in the morning and arriving the next morning at the northern extremity, Wiju. The other express train leaves in the evening and arrives at the northern extremity the next evening, with local trains in between. From personal investigations made by Mr. Locher during three years' residence in the Orient, indications clearly point to the fact that direct representation by a permanent resident is of primary importance, and where this has been the policy there has been laid a foundation which competitors find it exceedingly difficult to disturb

Will Cause Demand for Railway Material

The Russian Council of Ministers has expressed itself in lavor of the construction by the State of a second (Southern) Siberian Main Railway in the direction of Uralsk, Orenburg, Akmolinsk and Semipalatinsk, the cost of which is estimated at about 155,000,000 roubles (about \$\$4,000,000). It is stated that the construction of this line will be of great value for agricultural, strategical and colonizing purposes.

Japan Stations Commercial Attaché at New York

One of the results of the work of the Japanese commercial commission which visited this country in 1909 has been the appointment of four commercial attaches, one of whom, Mr. Akira Shito, is located in New York. The other three have been stationed at London, Hong Kony and Shanghai. These new officials of the Japanese Government are to study conditions in the respective countries in which they are located for the purpose of promoting trado with Japan. Mr. Shito will occupy offices in the Japanese Consultate at 60 Wall street.

India Needs Long-Distance Telephone Service

According to The Englishmon, of Calcutta, there is a mint of money for the capitalist in India who establishes telephonic communication between Calcutta and Bombay. There were some American business men who intended introducing the long-distance telephone into India, but it appears they were unsuccessful in coming to terms with the government.

Corea to Admit Many Articles Free

We are in receipt of a copy of an Instruction issued to the Custom authorities in Corea, providing for the duty-free admission into that country of a number of articles.

The following are among the most important: Plans (architectural and engineering), music; records, documents and other papers; paper money, banknotes (including those unissued or partly manufactured), coupons, share certificates and other negotiable paper, Government postcards, postage and revenue stamps; articles imported by parcel post on which the duty does not exceed 30 sen and which are recognized as not being merchandisc; cattle and poultry for breeding purposes, imported by official institutions or by public associations: twigs, stems, stalks, roots and seeds for grafting, planting or sewing; tools and instruments of professional necessity to travelers; effects of persons changing their residences; articles imported for the purpose of being worked and re-exported within one year from the date of importation, under special Government regulation; bottles, casks and boxes, as well as parts of the last two (ready to be put together), which are all to be used as receptacles for packing for exported goods, provided that they are to be exported within one year from the date of importation; articles imported for scientific research, for trial, for use as samples for collecting orders, or for theatrical and other purposes, and to be re-exported within one year from the date of importation; articles exported for the purpose of being repaired or worked, and re-imported within one year from the date of exportation.

Railway Construction Planned for Sumatra

A project is our foot for the construction of 400 miles of railway in the south of Sumatra, the cost of which is estimated at 30,000,000 gulden (\$12,500,000). It is proposed to defray the expense by means of a loan, instead of including it in the budget statement from year to year.

Custom Houses Established in Kamchatka

By order of the Russian government custom houses have been established at Petropavlovsk, in the Province of Kamchatka, and at Alexandrovsk, in Sakhaline Island. In consequence, all vessels hound for the coast of the Maritime Province north of the mouth of the Anur and of the Provinces of Kamchatka and Sakhaline, must call at one of the two ports above-named, which are the only ones on the said coasts where such vessels can be granted free pratique. Merchandise may be imported at those two ports free from cestoms duties as heretofore.

Chinese Merchants to Visit United States

Negotiations are under way with the Consolidated Chamber of Commerce of China for a visit to this country early next year of representatives of the chambers of commerce and a number of government officials of China. The Associated Chambers of Commerce of the Pacific Coast will take charge of the delegates and conduct the party through the larger eastern cities and manifacturing centre uities and manifacturing centre.

A F R I C A CAIRO TO THE CAPE

Output of South African Gold Increasing

Official figures place the output of gold at the Rand in March at Copolog fine ounces, valued at £2,97,240. The February the production amounted to 60,828 fine ounces and in March last year it was 607,119 fine ounces. The following table gives the output of gold at the Rand (in fine ounces) for a series of years:

	1911.	1910.	1909.	1908.
January	651,027	601,368	615,113	560,329
February	610,828	572,622	565,218	541,930
March	676,065	607,119	607,500	574,901
April		619,045	607,101	565,832
May		634,170	624.498	581,992
June		625,181	617,228	574.973
July		638,714	620,794	584.455
August		649,269	611,537	587,813
September		646,899	606,385	587.634
October		653.147	602,416	617,744
November		642,391	597,765	614.371
December		640,905	604.987	660,643
Total	937.920	7,534,120	7,280,542	7,052,617

Bright Outlook for Cotton Growing in Egypt

While the outlook for cotton cultivation in Egpt is not considered sainfactory, the possibilities of Egyptian agriculture have been enormously increased by the construction of the Avsama Dam, and it is hoped in the near future to bring a large area under cotton in the Anglo-Egyptian Sudan. The Government is prepared to grant substantial financial aid to the farmer who engages in the production of cotton, thus removing one of the great obstances in the development of the industry. With the great obstances in the development of the industry. With the establishment of the Department of Agriculture, the increased water supply and the financial aid of the Government, Egypt may well expect great developments in cotton-growing and agriculture generally.

Scandinavian Service to South Africa

An agreement has been entered into between the East Asiatic Co., of Copenhagen, the Swedish South Africa Line, and Nor-wegian shipowing firms for a regular service from Scandinavia to South Africa and to Australia via Durhan, Six Danish, six Swedish, and two Norwegian steamers will be placed in the Swedish, and two Norwegian steamers will be placed in the barg and Frederikstad, while four Swedish and three Norwegian steamers steamers will provide for the Durhan-Australsain voyages.

Growth of Egypt's New Red Sea Port

The last few months have seen an extraordinary growth in the trade of Fort Soudan, which has practically supersedel. Stakin as the port of entry for lower Egypt, and the success and future importance of the place are now beyond question. During January, 1911, the number of ships putting it was 31 (tonnage 67,210), and in February the number was 35, with a tonnage of 68,415. These figures are far ahead of anything the port has known during the last four or five years since the railway from Khartoum was opened. There are now to shipping lines calling regularly monthly, or more frequently—viz, the Union-Castle, British India, Strick, Ellerman, Clau. Harrisson, Hamburg-American, Rubattino, Austrian-Lloyd, and Khedivial Mail.

French Trade with African Colonies

Of the \$330,000,000 commerce between France and her African possessions, including her trade with Morocco, \$200,000,000 belongs to Algerian commerce. This sum, the largest in history, was about equally divided between imports and exports, \$101,000,000 for the former and \$09,000,000 for the latter. The French share in this sum was \$165,000,-000, of which \$87,000,000 represented the value of French exports to Algeria and \$78,000,000 French imports from that colony. Tunisian trade in the same year was considerably in excess of \$50,000,000. Thus the total trade of these two North African colonies passed a quarter of a billion, and the French share was over \$190,000,000. The figures for Morocco were less favorable. There was in fact a slight recession from 1909. This was entirely in the exchanges between France and Morocco along the Algerian boundary, where the disorder in eastern Morocco interrupted the trade at this point. The sea borne trade actually increased. Together they amounted to slightly more than \$10,000,000. English trade in the same year did not touch \$11,000,000, but showed a material increase. In West Africa and the Congo the combined imports and exports of French colonies were valued at more than \$46,000,000, bringing the total for the contiguous French possessions in Africa up to about \$305 .-000,000. The figures for Madagascar and the Somali coast colonies were \$13,000,000 and \$8,000,000 respectively. The trade of Rennion in 1909 was \$5,000,000, and there was probably little change in 1910.

American Locomotives in South Africa

American locomotives are having a large sale in South Africa, where upward of 50 different types are in use, and tenders were recently asked for 35 more of American manufacture.

Make-up of Johannesburg's Population

The corrected municipal census returns of Johannes-burg, South Africa, as forwarded by Consul Edwin N. Gun-saulus, show that out of a total population of 220,040, the whites number 61,261 males and 48,056 females. Of the whites 7,18 were born in the United States, while 27,264 are English born, 7,268 Scotch, 28,08 Irish, 2,007 Australasian, 3,163 German and Austrian and 7,005 Russian. The census figures do not include the large population in the numerous outlying towns and settlements along the Witwaterstrand mining district, extending 30 miles on either side of Johannes-burg, where the immense Rand gold mining work is carried on.

To Develop Congo Palm Oil Industry

Messrs. Lever Brothers, the well-known English soap makers, lave made plans for the formation of a company to acompany to acompany to acompany to enterprise will lead to an improvement in the condition of the natives by providing them with work with which they are familiar.

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AUSTRALIA INCLUDING HAWAII & OCEANIA

Trees or the second

Australia's Plans for Navy Development

In connection with the building of Australia's navy, which, when completed, will consist, including the unit at present being constructed, of 8 armored and 10 protected cruisers, 18 destroyers, and 12 submarines, at a total cost of £23,000,000. Admiral Henderson recommends the establishment of Government workshops or the encouragement of private enterprise, to build up the plant and power necessary to manufacture ammunition, ordnance, and shipbuilding material, progressing gradually with all the requisites, including the largest guns that can be manufactured in Australia.

Australian Liner Makes Record Trip

Breaking all records, the steamer Makura arrived early this month at Victoria, B. C., from Australia three days in advance of her schedule. She beat the record made by the turbine steamer Mohano in 1906 by one day.

Faster Australia-New Zealand S. S. Service

Proposals are being considered for a 22-knot service between New Zealand and Australia. This would reduce the voyage to 21/4 days, and tend to increase traveling and reciprocity in goods.

Fiji Admits Agricultural Implements Free

A vocation of the second

The following agricultural implements may be imported free of duty into Fiji under the provisions of the "Customs Duties Amendment Ordinance, 1010," viz :-

Bottoming tools, coffee-pulpers, corn-crackers, corn-hillers, cultivators, digging-forks, earth-scoops, evaporating machines for tea, fruit and like products; fibre cleaning, ginning, spinning and weaving machines, grain sowers, harrows, hoes, mattocks and picks, oil presses, ploughs, scarifiers, seythes, shellers, sickles, spades, winnowing machines, wool presses, handles for the above implements and machines, made of wood, and not fitted to the implements or machines; also Demerara shovels and shares and draining tools.

Australian Rail Contract May Come Here

Latest mail advices from Australia state that the contract between the Government of New South Wales and the Lithgow Iron Works for 10,000 tons of 60-pound steel rails, to be delivered before the end of next August and 20,000 tons per annum for the following four years, had not yet been signed, the Chief Commissioner of Railways considering the price too far in excers of that for imported rails, being about 30s, per ton higher. Another consideration is that the rolls for the production of the rails had not yet arrived, so that the ironmasters do not know vet if they will be able to manufacture them.



6398

6406

FOREIGN TRADE OPPORTUNITIES

among inquiries received by the Bureau of Manufactures, of the Department of

The following are or, Washington, D. C., during last month. Manufacturers interested can obtain full herge, by writing to the Bureau of Manufactures and referring to the number given. a, by writing to the Bureau of Manufact Testil: machinery—Levant. Office furniture—Italy. Typewriter agency—Europe, Far East and Australia. Barber chairs and supplies—South America. forcanfoscent lamps—fermany. Salt grinding outfine—Asia, Nickel buffers, vessets, etc.—Germany.
Nickel buffers, vessets, etc.—Germany.

		Commerce and Labo particulars, free of c
	6381	Bathiubs and appur- tenances - South America.
4	6382	Electric automobiles -
	63×3	Tin plates-Southern Europe.
ı	6384	Fabrics of rubber combined with tex-
		tiles-Germany,

6420

Corrotve
itary Department.
Office furniture.
Catalogues of American goods—Brazil.
Sawmill machinery and ausplice—Asja.
American goods—Arcentina.
wagons—Europe.
wagons—Europe. 6422 6423

American goods—Levanl.
Machinery for making pawteboard boxes—
Mexico. Mexico, Italian agency for American goods—I'aly, Machinery for crushing kaolang—Far East, American boots and shoes—Europe, Representation—Latin America. Automatic gas water heaters—Italy, Catalogues of American goods-Africa. Small, portable typewriting machine-Eu-

American goods—Argentina. Light delivery wagons—Europe. Tenders for electrical supplies—Austr High water-pressure system—France. High water-pressure system—France. American textile soaps—England. Cheap electrical accessories—Far East, Electrophone iustruments Great Bittain. Bids for railway construction—Panama. Representation—Cuba and Latin America. Wearing apparel and footwear—Southwaring apparel. Wearing apparel America.

Agency for American goods—Mexico,
Agency for American goods—Suan
Beterical lines and foodstath—Wazil.
Beterical lines and foodstath—Wazil.
Laundry and collar machinery—Europe.
Steel safe cahinets—Hally.
Agency for American goods—Europe.
Tenders for wire netting—Australia. 6445

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American goods-Austria, American shoes—Germany. Shipwright's goods—Latin America. Machinery tools and engines South Amer0454 Representation-Germany

Representation—Germany.
American goods—Australia.
Automobiles, taxicaba and parta—Germany.
Avency for American goods—Italy.
Specifications of railway susplies—Siam.
Galvanized wire fencing—South America.
Machinery for preparing rubber from the gum of the tree. Upper leather Spain Shoe-store sundres-Sc 0463

Southern Spatts Shoc-store southern Spatts. Shoc-store southern-Southern Spatts. Fancy soaps and novelties-Great Britain, Chematographs and applies—Asia Minor. Office supplies—Germany. Packing-house products—France. Toy wagons—South Africa. Fancy soaps and novelties—Great Britain-Fancy soaps and novelties—Great Britain

Toy wagons—South Africa.
Fancy scaps and novelties—Great Britain.
Bilds for sever construction—Europe.
Dry goods specialites—Argentina.
Fire department supplies—Canada.
Motor cars for postal purposes.
Mechinery for making tweed caps—Far
Mechinery for making tweed caps—Far

East,
Food products of various kinds—London,
Americau manufactured goods—Europe,
Machinery and tools—Italy,
American shoes—Belgium.
Furnishing goods—Lireat Britain,
Electric light and street railway systems. esoe Representation-

Alligator and fancy leathers—, Apparatus for loading grain-theap watches—Great Britain, American shors—Europe. American snors rurope. Representation—South Africa. Marine electrical fixtures and fittings—Can-

American goods-Italy. 6409 Feather-plucking machinery and steel hulls 6410 Steam road roller-Europe.



	Autos	at O	ne-Quarter Manufacturers'	Prices
	RUNABOUTS AND ROADSTERS.	31.	STUDEBAKER, late 1908	LANDAULETS AND BUSSES.
	List Or Price, Pri		wind ableld, extra tire:	MAXWELL, 1908 Landaulet; mechanically like new; re- cently overhauled; just the
	CADILLAC, 1907 Model Run- about, top and full lamp equipment	00 33.	ing car; full lamp equipment;	ear for taxicab use 1,200.00 500.00 Late model WELCH, 60 ff. P. Palace Touring Car,
	about, good top, full lamp equipment, mechanically like new	.00 35.	recently overhauled and painted 2,500.00 500.00 WHITE, 1908 Model, 30 H. P.	with combination Limousine body; fully equipped and me- chanically as good as new. 5,000.00 1,250.00
	Type, fully equipped with	00	Falace Touring Car, eight- passenger; good top; full lamp equipment; recently	TRUCKS AND SIGHT-SEEING CARS.
16.	THOMAS, 6 cylinder. 90 H. P., late 19909 Double Rumble Racing Roadster, ele- gantly equipped with slip	36.	overhauled and painted3,000.00 850.00 DZ C. G. V., large seven- pas- senger touring car; fully sonioped, ton, wind shield.	 ASTOR, 50 II. P., 16-passen- ger sight-seeing car; good top; full lamp equipment; pneumatic tires; great bar-
	eovers, top, wind-shield, elec- trie horn, just painted and overhauled	.00 39.	POPE-11 ARTFORD, 1997 Model: recently overhauled	gain 5,500.00 1,250.00 SEVEN-PASSENGER TOURING CARS.
18,	PEERLESS, late 1908 model, Double Rumble Roadster, full lamp and horn equip-		and painted; top; fully equipped; Gabriel horn;	(All fully equipped.) FRANKLIN, six cylinder, 42
19.	ment; recently painted and overhauled; just like new., 4,200 00 1,200 CHALMERS, 40, late 1909	.00 40.	STEVENS DURYEA, 1907 "little four" small four- cylinder touring car; ab-	H. P., 1908 Model 4,000.00 1,900.00 MATHESON, four cylinder, 45 H. P., 1907 Model 5,500.00 900.00
	Model Roadster, double rumble; just recently painted and overhanded; just like new 2750.00 956	•	solutely in elegant condition; recently painted and over- hauled; could not tell it from a new ear	FIVE-PASSENGER TOURING CARS.
22.	new			(All fully equipped.) 5. FRANKLIN, four cylinder, 12 11. P., 1997 Model 1,800.00 650.00
	and horn equipment 950.00 376		equipment, top wind shield; one of the greatest bargains	P. FORD, four cylinder, 22 H. P., 1909 Model 850.00 500.00
	CADILLAC, Model B, five-	13.	car 6,500.00 2,600.00 156	HUDSON, 1910 Model 1,000.00 800.00 PALMER SINGER, close
	passenger touring car; good condition; fine top; full	40.	STEVENS DURYEA, 6 cylin- der, seven-passenger tour- ing ear; mechanically like	eoupled four cylinder, 40 11. P., 1909 Model 4.000.00 2,000.00
26.	WHITE STEAMER, 20 H. P., late 1998 model, five-pas-	.00	new; fine top, wind shield,	 WELCH, six cylinder, 50 P., 1909 Model 4,500.00 2,000.00
	senger touring car, full lamp equipment, top, wind- shield, extra tire: Warner	47.	meter, extra shoe; a bargain 3,500.00 1,200.00 18: CIFALMERS, small five-pas- senger touring car: could	 WINTON, six cylinder, 48 H. P., 1909 Model 3,000,00 1,250.00
27.	NATIONAL, four cylinder, five-passenger touring car;	.00	not tell it from a new ear; equipped with fine wind shield; good top; fine brass 20;	ROADSTERS. 7. BUICK, four eylinder, 20
	mechanically in fine con- dition, with good top; full lamp and horn equipment. 2,750.00 55	00 48.	bumpers in front; full horn and lamp equipment	H. P., 1909 Model, 1,050.00 600.00 D. CORBIN, four-passenger, four
29.	OLDSMOBILE, 1908 Model, five-passenger; full lamp and horn equipments; top and	0.00	and born equipment; fe-	eylinder, 30 H. P., 1910 Model





Foreign Demand for Our Autos Increasing

The popularity of the American automobile abroad is becoming more and more apparent with every export statement issued by the Department of Commerce and Lahor. For the seven months cended with January last, the value of cars and parts, not including tires, totaled \$6,008,446, as compared with \$4,401,504 for the same period last year and \$2,071,549 for 1909, a again of \$3,067,079 since that season. In January alone \$1,135,009 worth were exported, against \$7,185,00 for the same month of 1910. In the seven months \$1,015,00 worth of autoties and \$31,0022 worth of other varieties were sent abroad, and in January alone motor cart tires to the value fo \$175,744 were exported. No figures are available for comparison, as this is the first fisted year that tires have been listed separately.

Australia has become an excellent market for medium weight commercial trucks, and it is expected that the current season there will prove the best on record, with American makes in good demand.

"Russia is considered a good field for development and possibly the establishment of permanent agencies, as there is not only considerable government buying from time to time, but also a large private demand. Fuel is cheaper and more plentiful than in any other European country, and, owing to the dearth of railways, there is need of other forms of communication and transportation than those now in use. The sale of American cars in Russia is impeded by the general disposition to consider our machines lighter, cheaper and less durable than those of foreign make, and this may he attributed to the fact that thus far only the less expensive of the American autos have been sold there. A strong and heavy vehicle, able to stand the wear and tear of poor roads, is the type needed.

Last year the Argentine Republic imported \$5,000,000 worth of automobiles, almost all coming from Europe. The only American machines represented were Ford taxicabs and Packard pleasure cars, principally hecause our manufacturers have not taken the trouble to cultivate the market properly. Practically nothing has been done to introduce commercial vehicles in Argentine, although there is an enormous field for the motor truck, owing to the long stretches of territory not yet tapped by railroads.

Bids Submitted for Chilian Battleships

Bids were opened at the Chilian legation at Washington early this month for the construction of one battleship of &ccoo tons of the Dreadnought type. There were three bids, the bidders being the Fore River Shiphulding Co., of Massedmentrs; the New York Shiphulding Co., of Lamden, N. J., and William Cramp & Sons, of Philadelphia. The amount of the bids has not yet been made public. Senor Yoacham, charge d'affaires of the Chilian legation, forwarded to the Naval Commission in London the figures submitted by the American bidders. Secretary of the Navy Meyer has taken the position that, should the bids of the American bidre massed has a secreted, this Government would afford them the same facilities in respect to Government plans and papers as were given the builders of the Argentine Dreadnoughts. This consideration, it is believel, will have much influence with the Chilian Government in the selection of the builders of

Government Statistics of Exports Correct

The Department of Commerce and Labor has published the findings of the Director of the Cenus regarding pharges snade by Fenacis J. Lowe respecting the statistics of exports published by the Bureau of Statistics. The report says: "The conclusion of this investigation is that Mr. Lowe has entirely failed to make any case against the accuracy of the statistics of exports and that the department would not be warranted in making any further investigation of the tharges heretofore made by him or that he may make in the future. The incident should be considered as closed."

American Railway Material Leads in Mexico

The National Railways of Mexico have now on order large quantities of material, such as rails, bridges and rolling stock, and it is not unlikely that further orders will be placed in the near future, according to an official of the system, as the policy of the Mexican Government is a distinctly progressive one in the matter of railway expansion. The bulk of the orders given in the past has been placed in the United States, and the markets are no doubt likely to remain sufficiently attractive to insure the placing of the greater part of future orders in this country, notwithstanding the competition of German steel plants which have the advantage of occan freight rates from ports that are not at a very much greater distance from Mexico than are the location of steel plants here.

North German Lloyd Had Prosperous Year

The substantial improvement in the transathatic shipping trade, which was experienced by all companies last year, is reflected in the annual report of the North German Lloyd for 10to. The report is regarded as a most favorable one, showing a marked increase in the number of passengers carried and in the movement of freight. It is particularly noteworthy that the improvement is distributed through all branches of the business and is continuing in every direction. In 1058 the company's gross receipts declined to \$41,72.80,0 comparing with \$50,680,68 in 1907. In 1009 gross receipts increased to \$8,250,000, and in 1910 amounted to \$5,000,000.

Austria's Population Increasing Despite Exodus

In spite of the heavy migration of Austrians to this and other countries, the provisional census returns estimate the population of Austria at 28,567,898, an increase of 2,417,190 in 10 years.

Americans to Work Guatemala's Mineral Resources

A group of American financiers have arranged with the government of Guatemala for the exploitation of some of the country's great mineral resources, which if found worth while will be purchased and worked.

American Automatic Telephones for Cuba

The Automatic Electric Co., of Chicago, manufacturer of the automatic telephone, has secured a contract in Cuba to install 8.500 lines.



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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.

(Subject to Chappe.)

NOTE.—The lines are arranged alphabetically under the port of departure. This enables subscribers to the seventh (1911) edition of the "Exporters' Encyclopaedia" to ascertain quickly the proposed sailings of all lines, except where the agents could furnish no advance information. CAUTION.—The sailing dates given below, although compiled with extreme care, should be considered as merely approximate, except for the regular Trans-Atlantic passenger lines. The publishers, however, assume no responsibility as to the accuracy of the information.

From New York.

AMERICAN & AFRICAN S. S. LIME: For Cape Town, Algon Bay, East London, Fort Natal, Delagon Bay— Corfe Castle, abt. Apr. 22; Katuna, May 20. AMERICAN ASSATIO S. S. OO: For China and Japan.

AMERICAN & AUSTRALIAN S. S. LINE:, For Free massile. Adelaide, Melbourne, Sydney and Brisbane-Berwick Law, Apr. 10.

AMERICAN & AUSTRALIAN S. S. LINE: For Mel-bourns, Sydney, Auckland, Wellington, Lytelton and Dunedin-Mimiro, Apr. 12, Den of Giants, May 1, AMERICAN & CUBAN S. S. LINE: For Havans, Guantanamo, Santiago, Manzanillo and Clenfurgos— Plase del Blo, Apr. 26. For Hayans, Matanass, Cardenas, Sugua and Carbarien—Trafalgar, May 3.

AMERICAN & INDIAN LINE: For Port Said, Aden, Bembay & Calcutta-Swasi, May 6.

*AMERICAN LINE: For Southampton-St, Louis, Apr. 22; St. Paul, Apr. 29; New York, May 6; Philadelphia, May 13; St. Louis, May 20; St. Paul, May 27. AMERICAN AND MANCHURIAN LINE: For Hong REMICAN AND MANCHURIAN LIME: For House Kong, Shenghai, Kobe and Yokohama—A steamed May 25. For Singapore and Manila—Kabiaga, May 5.

AMERICAN & ORIENTAL LINE: For China and

AMERICAN-HAWAIIAN S. S. CO.; For Puerto Mex-AMERICAN RIO PLATA LINE: For Montevideo, Enc-nos Ayres and Rosario-Headley, Apr. 15.

*ANCHOR LINE: Por Giasgow-Columbia, Apr. 22: Calcelonia, Apr. 29: Purnessia, May 6; California, May 13; Minnetonia, May 20; Minnebena, May 27.

ANCHOR LINE: For Naples and Legiorn, Calabria. Apr. 29: Italia, May 18; Perugia, June 3.

*ATLANTIC TRANSPORT LINE. For London-Minne hohs, Apr. 20; Minnewasks. May 6; Minnespells May 13; Minnetonks, May 20; Minnehalis, May 27, *AUSTRO-AMERICAN S. S. CO., LTD.: For Patras, Venice and Trieste-Oceania, Apr. 19; Alice, Apr., DS: Martina Washington, Muy 3; Laura, May 10; Ar-getina, May 17.

BARBER LINE: For Hong Kong, Shanghal, Kobe and Yokohama-A steamer June 10. For Singapore and Manita-A steamer May 20.

BARBER LINE: For Montevidee, Busnos Ayrea and Boarlo-St. Egbert, Apr. 27.

BARBER LINE: For Havre and Dunkirk-Tymeric, Apr. 18, a steamer early May. BOOTH LINE: For Para and Manaos -- Clement, May 5; Francis, May 15; Cenrense, June 5.

BOOTH LINE: For Para, Maranham. Cears a Parashyba-Dominic, Apr. 25; Basil, May 25; Bes rushyba-10 t, June 25,

BRISTOL CITY LINE: For Swappen and Bristol-A stensor every ten days.

CLYDE STEAMSHIP CO. (West INDIA LINE): For Turk's Island, Monic Criati, Puerto Plata, Samena, Sanchez, Maceria and San Domingo City-Cherokre, Apr. 20; Seminole, May 10.

COMPAGNIE GENERALE TRANSATLANTIQUE: For Harre-la Toursion, Apr. 20: La Savoie, Anr. 27: Florida, Apr. 29: Chicage, Apr. 20: La Lorreine, May 4: La Provence, May 11: Caroline, May 13: La Bretagee, May 13: La Toursine, May 18: La Savoie, May 23: Nagara, May 27: Chicago, May 27:

COMPAGNIE GENERALE TRANSATLANTIQUE: For Renderan mrd Dunkirk-Hudson, May 20; St. Lan; tent. June 17.

COMPANIA TRASATLANTICA: For Havans, Vera Cras, Poerto Mexico-A atcamer May 12 and June 11. CAMPANIA TRASATLANTICA: For Cadis and Barce-long-Buchos Aires, May 6; a steamer June 5,

*CUNARD LINE: For Liverpool-Lustisnia, Apr. 19: Carmania, Apr. 22: Cammania, Apr., 29: Mauretania, May 3: Carmia, May 4: Louisnia, May 10; Com-pania, May 17: Carmania, May 20; Mauretania, May 24: Lastionia, May 31.

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CUNARD LIME: For Nuples, Figure and Tricate-Famonia, Apr. 13; Carpathia, Apr. 27; Ultonia, Ma 11; Saxomia, May 18; Panonia, Jone 1.

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FABRE LINE: For Marseilles—Saut Auna, Apr. 15; Rome, Apr. 25; Madoona, May 13; Venezta, May 20; Gernanda, May 25.

"HAMBURO-AMERICAN LINE: For Hamburg-K'an Ang. Vectoris. Apr. 20; Cleveland, Apr. 27; May 6: America. May 11: 17:es. Lincoln. May 15; K'en Ang. Vectoria, May 23; Pennsylvania, May 27; Cleveland, June 1.

*HAMBURG-AMERICAN LINE: For Ofbraiter, Na-ples and Genon-Molike, Apr., 25; Hamburg, May 26; Molike, June 3.

HAMBURG-AMERICAN LINE (Atlan Service); For Inagua, Ilaysi and Colombia-Allemannia, Apr. 20 and May 15; Albingia, May 4 and June 1.

HAMBURG-AMERICAN LINE (Atlas Service): For Inagus, Montego Hay, Kingaton, Colon and Colombia — Prina Sigremund, May 12 and June 9; Prins Ettel Pricatchi, Apr. 28 and May 26.

HAMBURG-AMERICAN LINE (Atlas Service): For Inague, Hayti, Kingston and Port Limon-Sarnia, May 13 and June 10; Sibiria, Apr. 29 and May 27.

HAMRURG-AMERICAN LINE (Atlas Service): For Santiare, Kingsiva, Colon and Port Lincon-Print Ang, Wilbelm, May 6 and Juse 3: Print Joseph Apr. 22 and May 20; Prinz Josephim also calls at Bocan del Toro.

HAMBURG-AMERICAN LINE (Atlas Service): For Harson, Cleaturges and Mangaullic-Alleghany, May 13 and June 10, Altal, Apr. 20 and May 27.

HAMBURG-SOUTH AMERICAN STEAMSHIP OO .: For Pernamburo, Rio de Janeiro, Santos, Parauagua and Rio Grande do Sul-Woglinde, May 10; Oppurg, June

RANSA LINE: For Cape Town, Airea Bay, East Len-den, Port Natal and Belagoa Bay-Pagenturm, May

HANSA LINE: For Part Said, Adea, Hodeldah, Bom-hay and Calcutta-Marienfels, Apr. 15. *HELLENIC TRANSATLANTIC LINE: For Piracus, Smyron and Constantinopie—Athins, Apr. 20.

*ROLLAND AMERICA LIME: For Rotterdam—Rot-terdam, Apr. 18; Brudam, Apr. 25; Potedam, May 2; New Ameterdam, May 9; Naordam, May 16; Rotter-dam, May 25; Ryadean, May 30; Potedam, June 6.

HOUSTON LINE: For Cape Town, Algos Bay, East London, Port Natal and Delagon Bay-A stegmer

HOUSTON LINE: For Montevideo, Buenes Ayres, La Pintz and Rosarlo-Hyperia, Apr. 20; Auchenarden, Apr. 30; Monadnock, May 3.

INSULAR LINE: Por San Juan, Ponce and Mayagues - A gleamer Apr. 22, 20, May 5, 12 and 19. *ITALIA LINE: For Naples and Genea-Taormina, Apr. 10; Ancons, Apr. 26; Verous, May 9; Taormina, May 23; Ancons, June 6.

LAMPORT & HOLT LINE: For Manchester-Apr. 15; Calderon, Apr. 29; z ateamer May 13.

LAMPORT & HOLT LINE: For Babia, Rie Janeiro sad Santos -- Verdi, Apr. 20; Byron, May 5; Vasari, May 20; Tennyson, June 5.

LAMPORT & HOLT LINE: For Montevideo, Buenos Ayres and Rosarlo-Verdi, Apr. 20; Vasari, May 20;

*LA VELOCE LINE: For Number and Genon-Ocean's, Apr. 22; Europa, May 9; America, May 29; Oceania, June 3.

LLOYD BRAZILEIRO: For Pernambuco, Babba Rio de Jameiro and Santos—Tapajos, Apr. 29. For Natal, Cabedello, Pernambuco and Maccio-Husphendes, Mario 28. For Para, Cears, Pernambuco, Rabia and Rio de Jageiro—Minas Gerace, Apr. 18; San Paulo, Mary

*LLOYD ITALIANO: For Naples and Genoa-Indiana, Apr. 27: Fforida, May 16: Luislana, May 25: Men-doza, June 6.

*LLOYD SABAUDO: For Naples and Geson-Re d' Italia, Apr. 25, flegina d' Italia, May 9; Principe di Piement, May 20.

PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.-Continued from page 31. See potice at head of Pose 91

MERCHANTS LINE (New York & Pacific S. S. Co., Letch): For Pupita Arrina, Oxfonicl, Valipitation, An infraredia, Jupition, Plessius, Arica, Medicindo, Challe-Salaverry, Eren and Guayaquil—Chipsius, Apr. 10.

MUNSON STEAMSHIP LINE: For Mataneas, Cardenas, Sagua and Catherice.—Cubens, Apr. 26 and May 24; Palones, May 8 and June 3.

MUNSON STEAMSHIP LINE: For Nipe, Naevitas, Glbara-Olinda, May 3 and 31; Curityla, Apr. 19 and

*NATIONAL STEAM NAVIGATION CO.: For Pirsens, Schammer and Patrago-Patris, late May,

*NAVIGAZIONE GENERALE ITALIANA: For Napl and Genera-Buca di Genes, Apr. 28, Buca Begli Abruzzi, May 13; Duca d'Austa, May 27.

NEW YORK & CUBA MAIL STRAMSHIP Co.: For Harms-Merkia, Apr. 20; Sarabuga, Apr. 22; Mon-terer, Apr. 27; Harman, Apr. 28; Morles, May 4; Sarabuga, May 6; Morro Castle, May 11; Havana, May 15; Merkida, May 18; Sarabuga, May 20; Mon-terey, May 25; Havana, May 27.

NEW YORK & CUBA MAIL STEAMSMIP CO: For Progress and Vera Urus-Merida, Apr. 20: Monterey, Artil 27: Mexica. May 4: Morro Castle, May II: Merida, May 18, Mostrey, May 25.

NEW YORK & CUBA MAIL STEAMSHIP CO.: Por Guartenano, Suntisgo and Circufoccos-Manusallio, Apr. 16: a Steams May 3 and 17. For Santiago, Cientocros and Manusallio-Seneca, Apr. 20; a Steamer May 10 and 24.

NEW YORK & OUBA MAIL STEAMSHIP OO.: Por Tampleo-Vigilanda, Apr. 22: Bayamo, Apr. 23: Ne-gurance, May 5: a steamer ever Friday thevaster. Steamers Vigilancia and Seguranta also call at Nassay.

NEW YORK 4 DEMERARA STEAMSHIP LINE: For St. Kitts, Guadeloupe, Martinique, Barbadoea and Demerara—Uller, Apr. 14.

NEW YORK & PORTO BICO S. S. Ce. 1 For San Juan, Ponce and Mayaguez-San Juan, Apr. 15: Commo, Apr. 22; Caroline, Air. 20: San Juan, May 6; Cosmo, May 13; Caroline, May 20: San Juan, May 6;

NEW YORK A SOUTH AMERICA STEAMSRIP LINE: For Raida Blanca, Valparaiso, lquique and Callao— Hewick Hall, May 2.

*NORTH OERNAN LLOYD S. S. CO.: For Bremen-Kaiser Wm. 11, Apr. 18: Bremes, Apr. 20: Kaiser Wm. d. Grosse, Apr. 28: Raelm, Apr. 27: Krosp. Ce-cille. May 2: Ges. Washington. May 4: Krosp. Wil-helm. May 6: Bresida. May 11: Kaiser Wilhelm Ll, May 10: Print Fried. Wilhelm, May 18; Kaiser Wm. d. Grosse, May 22: Ractarosas, May 23: Ratherosas.

*NORTR GERMAN LLOYD S. S. CO.: For Gibraltar, Naples and Genea-Koenig Albert, Apr. 29; Koenigin Luise, May 6; Berlin, May 13; Friedrica der Grosse, May 20; Primses Irene, May 27.

NORTON LINE: For Moutevideo, Buenos Ayrea and Resario-liaria, Apr. 15; Ikala, May -

PANAMA RAILROAD S. S. LINE: For Colon—Cristo-bal. Apr. 18: Ancon. Apr. 24: Allianca. Apr. 20: Colon. May 9: Advance. May 12: Fansms. May 18: Allianca. May 24: Colon, May 31; and a steamer about every six days.

PROBRIX LINE: For Antworp-Manhatian, Apr. 20;

PRINCE LINE: For Rio de Janeiro, Santos, Montevideo, Buenos Ayros and Rosario-Orange Prince, May 5: A alcomer June 5.

PRINCE LINE: For Pernambnee, Bahia, Rio de Jane-iro and Santos-Asiatic Prince, Apr. 25; Eastern Prince, May 25.

PRINCE LINE: For Cape Town, Algon Bay, East London, Port Natal and Delages Bay—A steamer June —,

QUEBEC STEAMSHIP CO.: For Bermuda-Bermudian,

QUEBEC STEAMSHIP CO., LTD.: For Leyward and Windward Islands and Demerara -- l'arima, Apr. 20; Guiana, May 13; Korona, May 27; Pariana, June 10; Guiana, June 24.

*EED CROSS LINE: For Hallfax and Sr. Johns-Rosa-lind, Apr. 18 and May 6.

RED "D" LINE: For La Gustra, Cararas and Mara-casho. Zulia, Apr. 19 and May 17; Maracasho, May 3 and 31

RED "D" LINE: For San Juan and Puctic Cabelle-Carness, Apr. 20 and May 21. Philadelphia, May 19 and June 7.

*RED STAR LINE: For Autworp—Lapland, Apr. 22; Viderinid, Apr. 29; Finland, May 6, Krondand, May 13; Lapland, May 20; Viderland, May 27; Liu-land, June 3.

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ROYAL MAIL STEAM PACKET CO.: For Bermud-and Antilla-Tagns, Apr. 22, May 6, 29 and June 3 ROYAL MAIL STEAM PACKET CO.: For Antilia Kingston, Colon. Savanilla, Cartagena. Trinidad and Bartiadon-Clyde, Apr. 29. Atrato, May 13; Thames May 27.

ROYAL DUTCH WEST INDIA MAIL LINE: For Hab-tien ports, Guracan and Paramatito-Ascama, Apr 21: Prins Witten 1V, May 5; Prins Fred. Hendrik May 19; Prins Witten V, June 2.

ROYAL DUTCH WEST INDIA MAIL LINE: For Bar bades and Hemerara-Saramarca, Apr. 24 and Maj 22, Coppenance, May 8 and June 5. ROYAL DUTCH WEST INDIA MAIL LINE: For Trin ided and Paramathes-Marewijne, May 1, 20 am

Islail and June 26. RUSSIAN EAST ASIATIO S. S. CO.: For Librar-Lamania, Apr. 22: Birms, Mar 15: A steamer May 27

*BCANDINAVIAN AMERICAN LINE: Por Christian and, Christiania and Copenharet-Oscar II. Apr. 27 C. F. Tietgen. May 4; Hellig Olar, May 11; Unite-Sisten, May 25. TRINIDAD SHIPPING AND TRADING CO., LTD. For Grenada and Trinidad-Cr. of Grenada, Apr. 21 Maracas, May 2: Ct. of Navarca, May 12; Grenada May 19; Cr. of Granada, May 30.

UNION CLAN LIME: For Cape Town, Algon Bay, Eau London, Port Natal and Delagon Bay-Aron Castle Apr. 12: Kentra, Apr. 30.

UNITED FRUIT COMPANY: For Kingston, Colon and Santa Marta-Metapan, Apr. 20; Zacapa, Apr. 27 Atmirante, May 4; Santa Marta, May 11; Metapan May 18; Zacapa, May 25. UNITED STATES & AUSTRALASIA S. S. CO: Fix Frimantle, Adelaide, Melbourne, Sydney and Bris

Fremantle, Adelaide, Melbou fune-Ruthergleu, Apr. 25. UNITED STATES & AUSTRALASIA S. S. CO.: For Melbourne, Sydper and New Zealand ports—A steamer

UNITED STATES & CHINA-JAPAN S. S. LINE: For ilong Kong, Shanghal, Koto and Yokohama—Indra-samba, Apr. 22; Indradeo, May 10.

UNITED TYSER LINE: For Melbourne, Sydney, Anck-land, Wellington, Lylielton and Dunedin -A steamer

UNITED TYSER LINE: For Fremanile, Adelaide, Mel-bourne, Sydney and Brisbane-Scharzfels, Apr. 24. URANIUM STEAMSHIP CO. (auccessors to North-West Transport Line): For Rotterdays—Volturno, Apr. 25; Campanello, May 11; Uranium, May 25.

west Coast Line: For Punia Arenas, Coronel, Val paraiso, Antofagasta, lquique, Area, Mollendo, Cal-ioa, Kiso, etc.—Brantwood, Apr. 20; Melderskin, May 20.

WILSON LINE: For Hull-Francisco, Apr. 22; Cedric, Apr. 29; Teutople, May 3; Beltic, May 6; Celtic, Mar 13; Arabic, May 20; Cedric, May 27. *WHITE STAR LINE: For Gibralter, Naples and Genous-Cretic, May 10 and June 24.
Gailleo, Apr. 29; Idaho, May 10.

From Philadelphia, Pa.

*ALLAN LINE: For St. John's, N. F., and Glasgow.-Carthaginian, Api, 29; Pretorian, May 12; Mongolian, May 20. *AMERICAN LINE: For Liverpool-Friedland, Apl. 22: Haverford, May 6, Merion, May 20; Friedland, May

Haverford, May 5, 20, 27; Haverford, June 10, ATLANTIO TRANSPORT LINE: For Havre and Lon-don-Montana, Apl. 16; Minnesota, May 2; Maryland, May 16; Montana, May 30.

COSMOPOLITAN LINE: For Rotterdam-Dania, abt. COSMOPOLITAN LINE: For Christiania, Copenhager and Stettin-Kotonia, abt. Apl. 22; a steamer abt.

COSMOPOLITAN LINE: For Leith-Inca, Apl. 22:

Mora, abt. May 18.

HAMBURG-AMERICAN LINE: For Hamburg-Print Okker, Aph. 21; Thunjiran, Apl. 23; Albane, Apl. 21; Alabaret, May 23; Galf Waldersee, May 23; ROLLAND AMERICA LINE: For Rotterhum—Green's Line of the Company, Apr. 18; Manciennik, May 10; Söbredyk, May redyk, Apl. 18, Maurte to: Seretdyk, June 13.

*ITALIA LINE: For Genoa and Naples-Taormina. Apl. 18 Ageong. Apl. 25; Verons, May 8; Taormina. May 22; Ageong. June 5.

May 22. Account our of Philadelphia Manchester Line: For Munchester Line: For Munchester Ann. Jane 5. Manch. Exchange, May ter-Manch, skipper, Apl. 18; Manch, Exchange, Mar 3; Manch, Counterer, May 17; Manch, Corporation, June 7.

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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.—Continued from page 13. See notice at head of page 31

PHILADELPHIA-TRANSATLANTIO LINE: For Lon-don-Sarlo Paint. Actl. 28: Crown Point, May 12; con-Engle Point, Ap. 25; Cova Point, May 12; Kast Point, May 27; Regie Point, June 13. **RED STAR LIME: For Antwerp—Memonince, Apl, 28; Maniton, May 12; Marquette, May 20; Mcnominee, June 9.

SCANDINAVIAN-AMERICAN LINE: For Christiania and Camentarria-Florida, abs. May 3.

and Copenhagets Florida, abt. May 9.

UNITED FRUIT CO.: For Port Antonio-Every Thurs-

From Boston, Mass.

ALLAN LINE: For Glasgow-Grampian, Apl. 6; Houserian, Apl. 18; Numidian, Apl. 27; Parisian, Mar CUMARD LINE: For Liverpool-Ivernin, Apl. 18; Franconta, May 2; Ivernia, May 10, Franconia,

HAMBURO-AMERICAN LINE: For Hemberg - Re-thania, abt. Apd. 29; Patricia, May 19; Pretoria, June 1. HAVANA LINE: For Havana-Bheingraf, abt, May 11 and June C. HOLLAND-AMERICA LINE: For Rotterdam-Massien-sdyk, May 9; Sloterdyk, May 23; Socsidyk, June 6.

LEYLAND LINE: For Liverpool-Devonian, Apl. 19; Windfredian, May 3. LEYLAND LINE: For Manchester-Caledonian, Apl.

MAYIOAZIONE GENERALE ITALIANO: For Nuples and Genera-Lazio, Apil. 25. **RED STAR LIME: For Aniwerp-Menominer. Apl. 21; Manifon, May 5; Marquette, May 19; Menominee, June 2. SCANDINAVIAN-AMERICAN LINE: For Christiania and Copenhagen-Kentucky, abt. Api. 20; Arkanans, abt. May 12.

WHITED FRUIT CO.: For Port Anionio, Jamaica-livery alternate Wadarday. UNITED FRUIT CO .: For Port Limon-Every Priday. WARREN LINE: For Liverpool-Michigan, Apl. 25. *WHITE STAR LINE: For Gibraitsr, Naples and Genos-Ressaric, Apl. 20; Carepic, May 20; Ro-magic, June 10.

*WHITE STAR LINE: For Liverpool-Zeeland, Apl. 25: Cymric, May 9: Zeeland, May 23: Cymric,

WILSON'S A FURNESS-LEYLAND LINE: For London WILSON LINE: For Hull-Idaho, abt. May 3,

From Baltimore, Md.

ATLANTIC TRANSPORT LINE: For Havre and Lon-don-Mobile, abt. May 5; Moutanz, May 15; Lancasdon-Mobile, abt. Miring, abt. May 16, DONALDSON LINE: For Glasgow-l'ythia, sist, May

MAMBURG-AMERICAN LINE: For Hamburg-Bossis, Apl. 29 Bethania, May 8; Patricia, May 29; JOHNSTON LINE: For Liverpool-Templemore, Apr. 22; Vedamore, May 6; Cistermore, May 20.

LORD LINE: For Cardiff, Dublin and Belfant-Belfant, abt. May 5. MUNSON LINE: For Co'on-A stramer ant. May 16: NEPTUNE LINE: For Botterban-Socatdyk, Apr. 22: Amsteldyk, May 6: Andyk, May 20.

*NORTH OERMAN LLOYD: For Bromen-Main, Apr. 19; Breslau, May 3; Cassel, May 10; Brandenburg, May 17; Chemattz, May 31. SCANDINAVIAN-AMERICAN LINE: For Christiania and Copenhagen.-Propostrania, May 20, RED STAR LINE: For Antwerp-Mobile, May 5; Lan-UNITED FRUIT CO.: For Port Autonio-A steamer every Wednesday, 16 a. m.

From Norfolk and Newport News.

CHESAPEARE & OHIO S. S. CO., LTD. (Virginia Lines) For Liverpool Cynthiaus, abl. Apr 15. For Landon-Alleghany, May 5. DONALDSON LINE: For Glasgow-

HAMBURO-AMERICAN LINE: For Hamburg-Tampicea, abt. Apr. 22.

HOLLAND AMERICA LIME: For Amsterdam and
Hotterdam-Secsidys, abt. Apr. 24.

KORWAY-MERICO OULF LIME: For Havana, PortioMetico and Vern trux -Texas, abt. May 5; Norway,
abt. June 5.

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CREOLE LINE: For Barrelous, Genos, Leghern and Naples-Mouriso, abr. Apr. 25. OULF TRANSPORT LINE: For LiverpoolHAMBURG-AMERICAN LINE: For Mandarg-Calabrin, first half Apr.; Regina, middle of May. torm, first half Apr.; Regins, middle of May.

HARRISON LIME: For Liverpool—Schniter, sht. Apr.
20: A steamer abl. Apr. 50 and every 10 days.

LARRINGOS LIME: For Machester—Homitan de-larrinage, abl. Apr. 20: A steamer abl. May 10.

LA COTONIERA LIME: For Naples and Genoa— NEW YORK & PORTO RICO S. S. CO.; For Porto

RICO-A steamer abt, Apr. 22.

MORTH GERMAN LLOTD B. S. CO.: For BremenNORWAY-MEXICO GULF LINE: For Stavauger, Christiania, Copethasen and Goldenburg-Trans, abt. Apr. 25; Norwaga, abt. May 26.

SOUTHERN S. S. RAHAMA CO.: For Fronters—A steamer alt, every 5 days.

UNITED STEAMSHIP LINE: For Havans-Steamer 1st and 15th of each month. UNITED STEAMSHIP LINE: For Santiago de Cuba and Kingston -- Sir. Progreso, 15th of each month.

UNITED STEAMSHIP LINE: For Matamata, Manzanillo and Clenforgos-Steamer (st of each month. WOLVIN LINE: For Tampleo, Vera Crus and Puerio Mexico-A steamer (from Texas City) abt. Apr. 28 and every 3 weeks.

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ATLANTIC & MEXICAN GULF S. S. CO.: For Vern Crax, Puerto Mexico and Progreso-AUSTRO-AMERICANA: For Bercelona, Marseilles, Venice and Trieste-Trom, abt. Apr. 30; Clare, abt. May 10; Georgia, abt. May 31.

BECKER'S CREOLE LINE: For Marseilles, Genes, etc.-Fert, abl. Aug. 25: C. di Palermo, abl. Aug. 20: COMPAONIE OENERALE TRANSATLANTIQUE: For Havre and Dunkirk-Californe, abt. Apr. 25; Bordeaux, abt. May 7; Louistane, abt. May 25. FOLCH-PINILLOS LINE: For Operio and Barcelona— Counde Wifredo, abt. Apr. 30; Stalmes, abl. May IO; a straner, abt. May 25,

GANS STEAMSHIP LINE: Strars, ldg. for Rotterdam

HAMBURG-AMERICAN LINE: For Humburg-Mon-tank, abt. Apr. 25; Arlantle, abt. May 16; Bortmund, abt. May 30. HARRISON LINE: For Liverpool-Craftenau, Apr. 25; Wanderst, abt. May 10; Diclator, abt. May 15; Custellau, abt. May 25.

HEAD LINE: For Belfast and Dublin-Glenarm Head, early May; Howth Head, early June. LA COTONIERA LINE: Stmrs. ldg, for Genoa and

LAMPORT & HOLT LINE: For Autwerp-Senator
Apr. 22: Coronation, sht. May 10; Virgil, sht. May 2 LEYLAND LINE: For Manchesler-A steamer, Apr. 25. LEYLAND LINE: For Havre-A steamer, Apr. 20. LEYLAND LINE: For Liverpool-Mediculan, Apr. 25; Win. Cilf. abd. May 10; Cestpian, abt. May 15; Merclen, abt. May 25; Barbadian, abt. May 20. LEYLAND LINE: For Bremen-Californian, May 10. LEYLAND LINE: For Antwerp and London-Oxonian, Apr. 25, Patonian, May 25,

MACLAY-PRENTICE LINE: Falle Apr., a steamer, abt. May For Glasgow-Fashods, day 20, MONTES LINE: For Progreso-Steamer every 10 days. NEW YORK & PORTO RICO S. S. CO.: For Porto Riro-Ponce, Apr. 25; a steamer, May 3 and about every lit days.

MORWAY-MEXICO OULF LINE: For Stavanger, Cristiania, Gothenburg and Copenhagen-Texas, abi. Apr. 80; Nornega, wht. May 25.

PIERCE'S CREQLE LINE: For Barcelona, Gence and PINILLOS LINE: See "Felch Pinillos Line." PRINCE LINE: For Bremen-Black Prince, std. May S. Smallsh Prince, abl. May 31.

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WOLVIN LINE: For Vira Crus and Tampico-Stmr. abt. 1st. 10th and 20th of each month.

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ELE. 196 19

JUNE, 1911

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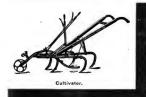


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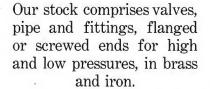




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TIME TABLE

WEST INDIES MAIN LINE	ROUTE	(From	Pier	42,	N.	R.,	Morton	St.)	
NEW YORKLv.	Sat.	June	24	July	8	Jul	y 22	Aug.	5
(Antilla (Nipe Bay, Cuba) Lv.	Wed.	- 44	98	04	12		26	44	9
Kingston (Jamaica)Lv.	Fri.	86	30	**	14		28	84	11
ColonArr.	Sun,	July	2	84	16	44	20	86	13
ZolonLv.	Tues.	**	4	84	18	Au	r. 1	84	15
CartageoaLv.	Wed.	++	5	**	19		2	**	16
Savanilla (P'to Colombia) Lv.	Thurs.	40	6	**	20			86	17
to CabelloLv.	Sat.	44	8	86	22	- 84		84	10
Frinidad (Tobago via Trinidad) Lv.	Tues.	**	11	60	25			94	22
*BarbadosLv.	Wed.	84	12	84	26			84	93
CherbourgArr,	Mon.	**	24	Aur	7	40		Sept.	4
WUTHAMPTONArr.	Mon.	40	24	Aug.	Ť	**	21	44	4

* Connecting at Barbados with Company's Intercolonial services for Demerara, Vincent, Grenada, St. Lucia, Montserrat, Guadeloupe, Dominica, Antigua, Nevis St. Kitts, †Connecting with service for Bermuda every alternate Viriday.

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GOUTHAMPTON and Cherbourg. Lv. June	29	July	.7	July	13	July	21
La Rochelle (Pallice)	2 3		-	10	16		
Leixoes (Oporto)	4	**	9	**	18 18		23
Madeira Lv. "	5	**	10	**	19		26
St. Vincent (C. de V.)	10	**	20	**	24	Aug	23
Rio de Janeiro	18	66	21 28	Aug.	30	80	-
Santos	22	**	25	**	6	**	1
meenos AiresLv.	0.00	88	25		_	**	1:

Steamers from Liverpool proceed to the following ports after leaving Buenos Aces: Port S'anley, Punta Arenas, Coronel, Talcabuaco, Valparaiso, Coquimbo, Antofagsata, Iquaque, Arica, Mollendo and Callao.

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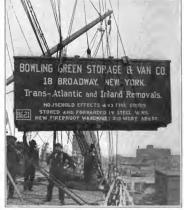
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Vol. X.

JUNE 15, 1911.

No. 2



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69 BROAD STREET, NEW YORK
CHARLES PROOTT
BAROLD H. GALLISON
Sometimes

NEW YORK, JUNE 15, 1911

FOREIGN INVESTMENTS AFFECT TRADE

INVESTMENTS of capital in South America are now paying to the British public no tess than \$15,000,000,000 in yearly dividends. As the average rate of these dividends is nearly 5 per cent., it follows that British pernanent investments in those countries amount to about \$3,000,000,000. In view of this, there is no cause for wondering at the extent to which British influence is potent in that continent. Of course, the gain to South America, in enabling her to develop her natural resources, has been very great, and as a result all commercial nations have enjoyed profit in the increase of trade.

The common complaint, however, that Americans permit themselves to be outstripped in the South American markets by European rivals, must be viewed in the light of these figures. South America has a foreign trade of \$2.137,500,000 a year, of which nearly \$600,000,000 is with the United States, and this American share has more than doubled within the last ten years. That certainly indicates a gratifying expansion of our trade in that direction, which, if continued at the same ratio, should presently give us predominance in those markets.

TO REGULATE WORLD'S STEEL OUTPUT

I RON and steel manufacturers of the world will meet in Brussels next January to discuss an international agreement for making stable the market for their products. American, British, German, French and Belgian interests will be well represented. The meeting is at the suggestion of E. H. Gary, of the United States Steel Corporation. It is understood that the American delegates propose to present a scheme for regulating the output in proportion to the demand, with a view to enforcing a balance of prices.

INSUFFICIENT POSTAGE LOSES TRADE.

CARELESSNESS in correspondence is often responsible for the failure of American manufacturers to establish permanent and profitable relations abroad. The sending of letters and packages, the latter consisting of samples, catalogues and circulars, upon which the required postage has not been fully prepaid, may appear a trivial matter, but the practice is annoying and creates a prejudice against American dealers that is difficult to remove, particularly when the addressee has no knowledge of or acquaintance with the addressor. Consular officers have repeatedly directed our attention to this matter, and have earnestly urged the exercise of greater care in preparing letters for foreign mails. Whether the continued complaints are due to greater carelessness on the part of American correspondents or to the entry into the foreign field of American firms with little experience in export trade need not be discussed,

No doubt in many cases the members of firms, leaving such matters as postage to clerks, actually do not know that so much serious annoyance is caused to their foreign correspondents, and the careless practice is continued. We would suggest that it be made the duty of some responsible person in an office to denote, in the corner of the envelope where stamps are affixed, the amount of postage to be paid on foreign mail matter.

DRAWBACK REGULATIONS MODIFIED

THE Treasury Department has revised its regulations governing the allowance of drawbacks in duties on exportations of goods manufactured wholly or in part from imported materials. The revised regulations are more liberal and were drawn up as the result of a complaint from exporters that frequently, in the ordinary course of exporting goods, they were unable to get the drawbacks due them because of the restrictions of the old regulations. The most important change is the substitution in some cases of secondary testimony concerning the character of the goods exported instead of the inspection by customs officials. Bills of lading, transportation companies' records and certificates of landing at foreign ports will be accepted as proof of the shipment in the future.

RECORD EXPORTS FOR FISCAL YEAR

MAY exports during the current year were larger than during the corresponding month of any earlier year. They aggregated \$153,261.278, against \$131.083,890 in May, 1910, and \$134,759,568 in May, 1907, the highest export record made in May of any earlier year. This brings the total exports for the eleven months ending with May to \$1,907,041,830, indicating clearly that the total for the fiscal year ending with this month will exceed \$2,∞00,∞00,000 the with this month will exceed \$2,∞00,∞00,000 the second that the second the second that the second that

Now is Opportune Time to Seek Mexican Trade

Mr. Lional Samuel, the writer of the following article, is not alone well known in New York export circles but in Mexico, Contrain and South America, having secured government contracts in many of those countries. Mr. Samuel is secretary and manager of Mesers, Cammel, Larid & Co., New York, which is the selling organization of Cammel. Mesers, Cammel, Larid & Co., New York, which is the selling organization of Cammel. American agency was started by Mr. Samuel about four years are and now occupies a four-story building at a Cliff street, specially constructed for the business.



MERICAN manufacturers of articles that can be sold in Mexico will do well to keep a close watch on that market at the present time. Owing to the recent disturbance merchants there have not been replenishing their stocks, being afraid to assume obligations with the outlook ob-

scure. There is no doubt that while forcign buying has been held up, the consumption continued even if on a reduced scale, and now that affairs are settled, a fresh impetus will be given to business, and there will be a

good opportunity for those who have prepared to reap the benefit. Enterprising manufacturers desirous of getting their material into that market will be well advised if they set about it now. European merchants are not standing by, but are sending their representatives there at the present moment, not so much to get orders but to get in touch with the buvers.

Merchants and manufacturers may fear that the Mexicans, in view of recent action by the United States in placing troops at the border will not feel as friendly disposed toward Americans as hitherto, but if such feeling really exists it can be easily overcome by personal contact with the people, and it will be found by properly approaching them that if there be any such prejudice, it can be counteracted by sympathetic and discreet diplomacy.

As a matter of fact, however, the feeling of Mexican merchants and consumers does not

have much bearing on the placing of business with American sellers, because a large part of the business in Mexico is in the hands of foreigners, and with few exceptions the Mexican merchants are not of such importance as the foreign merchants. There are desirable native buyers at the port cities on the Atlantic and Pacific coasts, but they, for the greater part, are of a very liberal minded class, owing to their coming in constant touch with foreigners through repeated journeys abroad. Natives who live at port cities when traveling for pleasure or business more often go to foreign countries than to the interior of their own, and many of them who have seldom if ever visited the capital of Mexico, have made repeated trips to the United States and Europe.

If American merchants and manufacturers could only appreciate the desirability of export trade as clearly as do Europeans, and cater more to it, there would be much more business coming to this country than is at present the case. Unfortunately, manufacturers here have only looked for foreign trade when business in this

country was dull, and then they have found it very hard to secure. This is a very mistaken and short-sighted policy. European manufacturers have built up their enormous trade by giving special care and attention to foreign business, upon the principle that by extending as much as possible their sources of sales, they can always be sure of doing something, as it very rarely happens that business is bad everywhere at the same time. and as a result have with very few exceptions always been able to maintain a certain output, seeing that when business is at a standstill in one place they can look for it in another.

There are, however, exceptions in this country. Some of the most important manufacturers have developed a trade with foreign countries which is most satisfactory to them. They have done this systematically, by sending their best representatives all over the world to the most distant corners, not only to

most distant corners, not only to sell their wares, but to exhibit them and explain them and find out what each market requires in the way of changes in their standard styles, and get every sort of information that may be useful to their houses to enable them to cater to each market in accordance with its special exactions. Some of these trayeling representatives will not even make sales, but leave that to be done through the export commission houses, who are more



LIONEL SAMUEL,
Secretary and Manager of Cammel, Laird
& Co., New York.

in touch with the modes of payment ruling in different countries, in most of which credits are given and payments made through London.

To develop this desirable source of trade it must be scientifically and systematically taken hold of. Many manufacturers get an idea that they would like to sell their goods in these countries, and dispatch one of their ordinary salesmen loaded down with samples on a flying trip and expect they will receive orders from the moment their salesman arrives there until the hour of his departure. When their expectations are not realized they are disappointed, and conclude it to be a waste of time and money and do not recent the attent.

The fact is, they have gone about it with entirely wrong methods. In this country the average salesman is what might be termed an order taker. He visits the merchants in his territory who deal in what he has to sell, and who know what they want, and are ready to give the order to the salesman who first comes in who may have what is needed. Selling in Mexico and such countries is conducted upon entirely different methods,

It is not often a newcomer can obtain business there on his first visit. In the first place because the people do not know him and his goods, and in the second place, because he does not know his customer, his ways, or his requirements. It takes more than one visit for buyer and seller to become sufficiently acquainted to be in touch with each other. For this business only the very best man should be engaged. Not only the best salesman, but best all round men. Men of good presence and bearing, with dignity and urbanity, men who can become socially familiar with their customers and be received at their homes. This is most important, as business in such countries is based upon friendship as much as upon anything else. They should know at least sufficient of the language of the country they are traveling in to understand and make themselves understood. They must not attempt to hirry through, but be prepared to remain as long as necessary to become thoroughly familiar with the peculiar requirements of the market they are selling to, and give detailed particulars of these requirements to their houses.

Many manufacturers have the idea that South American markets are not so particular as to the goods they receive, and think that what is not good enough for home trade will be all right for export. This is a great mistake. In the Southern markets they are most particular in what they receive, and examine all goods in great detail, and are likely to reject anything that does not come up to standard. This must be taken into consideration by manufacturers, because any merchandise thrown on their hands means generally a total loss, as in most cases the custom duty paid is as much as and sometimes greater than the original value of the merchandise, and it prohibits their being returned to them, and when rejected merchandise is sold it rarely realizes but a small percentage of its value.

Team work, so-called, in export merehandising is just as essential as team work in domestic trade or manufacturing. A merchant or manufacture interested in foreign trading who has that department in the care of a staff, inside and out, who are working entirely together, and are in such touch with each other as for the outside man to be able to at all times understand what instructions to send and the inside men to be able to comprehend the idea of instructions received, will not fail to be successful.

If the success of a business in which all hands are at the same place depends on such team work and co-operation, how much more necessary is it for the success of a business where sometimes there are thousands of miles between the men who get the orders and those who are to execute them, and when often most important negoriations have to be conducted and concluded by cable.

Export Commission House Buyers

(Continued from page 15.)

at 31 Bartholoniew Close, London, E. C. The managing director of this office is Mr. Arthur Groves, who also a director of the company. The London office handles a full line of American goods, including general hardware, toys, novelties and such other lines as have been found suited to British tasted.

Econe—The principal distributing centers of W. E. Peck & Co. in Europe are Hamburg and Paris, and the exports from here consist largely of general hardware and women's and men's wear. The house has been represented at Hamburg for the past twenty years by Mr., Joseph Smskind, with offices at Hohe Biechen, 31-32, and in Paris by Mr. George Herdt, 25 Rue de l'Echiquier. The superior quality and style of our products often secure a market for them in Europe in spite of the prices quoted for the cheap-labor products there.

Powro Ruo—In addition to doing a large export and import business with Porto Rico W. E. Peck & Co. are general agents of the Insular Line of steamers, which operates a regular weekly service between New York and the principal ports in the island. The line was established about three years ago to fight the alleged exorbitant rates charged by the only line then in the field.

Among the suggestions made by the buyers in this house for the benefit of American manufacturers is the old one in regard to packing for export. While they admit some improvement among manufacturers along this line in the past few years, there is still considerable complaint from foreign consignees that goods are not packed securely and, at the same time, in the least possible space. Cases should only be large enough to hold the merchandise, as not alone freight, but sometimes duty, has to be paid on the gross weight of the shipment.



South America, South Africa, Australia and Europe



UST thirty years ago Mr. William E. Peck, president of the incorporated export house of William E, Peck & Co., 116 Broad street, New York, made a trip to the west coast of South America for the purpose of introducing American goods there, and as a result of his efforts at that time,

and since, there has grown up an establishment known in many parts of South America, South Africa, Australasia and Europe.

The home office in New York occupies practically

an entire floor in a large, modern office building, and the various departments are in charge of experienced buyers, who are pleased to examine into the merits of American goods for the various foreign markets they represent. Mr. Peck himself supervises, in a general way, the buying for all markets, for which his experience of thirty years in the export trade admirably fits him. There are but few kinds of American products that have not been examined into by the staff of W. E. Peck & Co. as to their fitness for export trade and the say-so of this house on such matters is regarded as final when it relates to the countries they do business with.

Following is a summary of the kind of business handled by W. E. Peck & Co. in the principal countries and territories covered by their operations:

ARGENTINA-This country, which is probably the most progressive of the South American republics, is covered from their

own office, situated at 1164 Rivadavia, Buenos Aires, and is in charge of Mr. Leopold Bühler, who has been connected with the house for many years. Shipments to this territory cover articles of all kinds, including staples and agricultural machinery, the latter being one of the principal lines of export from the United States, as a large part of Argentina is devoted to agriculture and cattle raising. W. E. Peck & Co. have a number of exclusive agencies in Argentina for American manufacturers and have been most successful in exploiting new lines.

BRAZIL-Agencies are maintained in practically every important city and the exports from here include live stock, flour, hardware, food products and general merchandise. Brazil is the largest South American republic, exceeding even the United States (without Alaska) in size by about 200,000 square miles and the possibilities for the sale of American goods there are enormous.

CHILE-The operations of W. E. Peck & Co. in this country are carried on through agencies in the principal cities and seaports and a considerable business

is done in machinery and general merchandise. The extensive railroad building and other improvements now being carried out in Chile bid fair to create a growing demand there for American machinery and materials

AUSTRALASIA-This is one of the most important territories covered by the house of W. E. Peck & Co., including as it does, New Zealand, Tasmania and the outlying islands of Oceania, The business handled through Messrs Ayers, Baker & Co., who maintain offices in all the important cities of Australia and New Zealand. Since 1888, when the house first entered this territory, millions of dollars' worth of American goods of all kinds have been shipped there, and as American goods are in popular favor, this is considered one of the finest territories for their introduction. It should be remembered, however, that British goods enjoy a slightly lower rate of duty, so that it be-



WILLIAM E. PECK. President of the Export House of Wm. E. Peck & Co., Incorporated.

comes necessary, on occasion, to shade prices in order to meet this competition.

SOUTH AFRICA-In this territory the business of W. E. Peck & Co. is at present limited to the products of the American factories they represent, and is handled through their agent, Mr. G. W. Lyon, P. O. Box 1001. Cape Town.

ENGLAND-In 1880 W. E. Peck & Co. opened an office in London and now occupy the entire building

(Continued on page 14.)

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Gasoline Trucks Not Allowed Freely on Piers

It will be recalled that some time ago an inquiry was undertaken by the insurance companies to ascertain just what risk there was in letting gasoline trucks on the steamship and railroad piers. It resulted in a ruling favorable to the trucks, the Exchange deciding that it would not require any extra premium charge for docks which allowed such trucks to enter. This was hailed by shippers as extremely favorable, and it was expected that most of the steamship lines would act in accordance with it and remove the restrictions. As a matter of fact, the chief docks thus far opened to gasoline vehicles have been those of the North German Lloyd and the Atlas Service of the Hamburg-American Line. The others have generally stood their ground and refused admission to trucks of this type, on the score that the payment of insurance does not compensate a steamship line for the loss of its dock for a year of more, nor for the numerous other consequences of having a dock burn up, consequences which can't be paid for by a settlement. The companies are willing, however, to receive freight from gasoline trucks at the entrance of the pier. and in case of rain would allow unloading under cover of the pur shed, provided there is no congestion of freight on the shore end of the pier.

American Steel Invades British Colonies

The report of the Bureau of Statistics of the Department of Commerce and Labor for March and for the nine months of the fiscal year ended with that month, reveals some significant statistics in connection with the recent complaints of the British steel manufacturers that the United States Steel Corporation had been taking away their trade with their own Colonies, particularly in rails, and underselling them at home on semi-finished products.

For the nine months of the fiscal year our exports of steel perpoducts, exclusive of the manufactures thereof, were 1,309,440, tons, compared with 1,010,012 tons for the nine months ended March 1, 1010, on increase of about 30%. A segregation of the exports of this country to Canada, to British Oceania, which includes Australla and New Zealand, and to the United King-includes australla and New Zealand, and to the United King-ended March, 1911, compared with 19,1420 tons in the corresponding period a year ago, an increase of 61%. In other words, A merican steel exports to British possessions have been nearly twice as large proportionately as they have been to the world as a whole.

Argentina's Imports of Agricultural Machinery

The official Argentine statistics contain the following particulars of the value of imports of agricultural machinery and implements, and binder twine, last year, in gold pesos, a peso being equal to \$065:

Ploughs, 1,870,225; harrows, 219,320; seeders, 553,605; shelfley, 3,722; reapers, 1,308,265; reaping and heading machines, 289,600; headers, 131,690; stripper threshers, 60,030; threshers, with or without motors, 99,5,800; horse rakes, 219,740; other rakes, 8,274; lobugh shares, 245,465; binder twine, 1,656,666.

New Drawback Regulations Now in Effect

The most essential changes in the new drawback regulations may be generally stated as follows:

- t. Claims for drawback may be filed prior to the establishment of a drawback rate, but subsequent to an application for such rate, the payment of the drawback being deferred until the rate is established, and such payment being in accordance with the provisions of the rate.
- 2. Under the regulations of 1908 a drawback claim is initiated by the filing of preliminary entries in duplicate at the custom house and forwarding a notice of intent to export to the dock with the goods on which drawback is claimed. Under the new regulations, in lieu of the single notice of intent to export and the preliminary entries in duplicate, three copies of the notice of intent to export and on the control of th
- 3. Drawback will be allowed where either the notice accompanying the goods or the copies filed at the custom house companying the goods or the copies filed at the custom house were timely, that is, filed prior to the lading of the goods, although the inspecting officer may not be able to certify that he actually inspected the goods and supervised the lading thereof. In such cases the data contained in the notice of intent to export as to the merchandise exported will be verified by reference to transportation companies' records, and the landing of the goods at the foreign destination will be evidenced by the proper certificate of landing where the drawback exceeds \$\frac{1}{2}\$ stoo in connection with exportations by sea, and \$25\$ where the exportation is by land.
- 4. It will be necessary in order to obtain drawback to complete the claim within one year from the date of exportation by filing the certificates and affidavits required, otherwise the claim will be treated as abandoned.

New Piers and Warehouses for Merchants' Line

Property in Brooklya, at the foot of Conover Street, has been purchased by the firm of W. R. Grace & Co, to berth their steamers (Merchants' Line) in the West Coast trade. Piers are to be built and warehouses erected at a cost approximately of half a miltion of dollars, and the work is expected to be completed early next year. The property lies directly on Red Hook Point, between Eric Basin and the Atlantic Docks. Two piers will be built long enough to accommodate the steamers of the company and warehouses will be erected on the property. The Grace liners now discharge nitrate at the American Dock Co's stores on Staten Island and load outward cargo at Huron Street, Greespoint.

Australia Wants Railroad Equipment

Traffic on the State-owned railways in Victoria is expanding so rapidly that the Government is taking steps to add largety to its rolling stock. The Ministry has decided to purchase forty additional engines abroad.

SOUTH AND CENTRAL AMERICA, ETC.

Details of Port Improvements in Chile

The plans and specifications for the harbor work at Valparaiso and San Antonio, for which tenders are being invited by the Chilian Ministry of Public Works, have now arrived in Washington and may be consulted at the Legation. The date for opening the tenders in Chile is 1uly 2009.

It would appear from the specifications that only a portion of the extensive scheme which has been under consideration of the extensive scheme which has been that of \$1,100,000 or \$1,1

At San Antonio it is proposed to build a breakwater in two sections, the first extending from the shore in a westerly exection for a length of 750 metres, while the second goes to-wards the north for a similar length, forming an angle of 10 140 degrees, with the first portion. The erection of a sea wall is also to be undertaken.

The total cost of the work at the two ports is estimated at about \$15,000,000. It is stated that the financial arrangements are complete, and that payment will be made in cash.

Argentina to Work Petroleum Deposits

There seems now no doubt that petroleum exists at numerous points along the line of the Andes and within the bounds of the Argentine Republic. Deposits have been found and are being more or less teutairely worked at Quequen, at or near Mendoza, and more recently in the north of the province of Salia. It is the case no doubt that most or all of the deposits which have been proved are a long distance from railways, and that therefore development is difficult. But this was the case also in the Curied States at the beginning of the petroleum industry. And Argentina is a country of railway progress. As it is the inhabitants of the oil-bearing region have already peritioned the raitonal government to construct a railway to connect the oilfields with the Central Northern Railways.

Chile May Increase Duties on All Imports

In order to reduce the financial deficit the Chillan govern ment has prepared a bill for an increase in the tariff. The plan provides for a charge of to per cent, on all imports Beretoforcadmitted free of duty, and an increase of to per cent, on duties imports. The measure was submitted to Congress early this menth, and, it is stated, will be accepted.

Big Cuban Dredging Contract Comes Here

The Cuban Ports Improvement Syndicate, of which T. L. Huston is president, has subject the entire work of dredging a, Havana, Giantianomo, Santiago, Cientingo, Cardenas, Mataneas and Esperance to Michael J. Dady, of New York, The contracts aggregate \$5,000,000.

Large Sum for Irrigation in Cuba.

An important movement is being made to promote irrigation in Cuba at an expenditure of \$3,500,000. A bill which has been presented to the Cuban Congress reads in part: "By this law is ordained the realization of irrigation works of national clearacter to the end of establishing different systems of irrigation in all off those parts of the republic where the circumstant in all off those parts of the republic proposed to issue the part of the companion of the control o

Proposed Brazilian Railway Causes Trouble

As a result of the proposed concession to a German syndicate to construct a railway line from Porto Alegre to Passo Fundo, in the State of Rio Grande do Sul, a clash has occurred between rival foreign interests engaged in Brazilian railway extensions. Percival Farquhar, of New York, representing interests which have undertaken to construct interior lines running north and south, and connecting with the five present roads extending east and west, so as to incorporate all the railroads in Rio Grande do Sul into one system, has notified the president of the State that he will discontinue the work if the German concession is granted. Pending a decision by the State Government, the survey gangs on the Farquhar lines have been discharged. Work has also been suspended on the projected road from Porto Alegre, north to Blumenau in the State of Santa Catharina, which line was to have been financed by French capital.

Nicaragua Contracts Loan for New Railroads

The newly elected Constituent Assembly of Nietaragua has given authorisation to President Estrada to contract an American boan. The proposed loan, which will amount to between Stazonoco and Sanoxooco, will be used for the purposes of funding the internal and foreign debts, building railroads to Matagalpa and Rauma, and establishing a gold standard, It will be guaranteed by fifty per cent. of the customs dease. The United States is considerably interested in rehabilitating Niearagua, and, will evert in selforts to place that country on a stable feotius.

Large Expenditures for Dredging and Port Works

The Argentine Budget for 1911 makes provision for the expanditure of recoverage posts on various public works, among the chief Items being: Purchase of two suction dredgers for despening the channels, aving access to the port of Buenos Axres, 1,56,6,66 persos; purchase of dredging plant for the rivers Darans and Uruguay, and the "Punta de Indio" bar. 1,27,27,7 persos; new port at Mar del Plata, 6,818,878 persos; and construction of the port of Quenne, 1,818,878 persos; and

Correction Notes for the "Exporters' Encyclopaedia."

JUNE, 1911.

To Users of the "Exporters' Encyclopaedia"

Unless the Encyclopædia is kept up to date and is accurate it is of little value; in fact, incorrect information is worse than none at all. These pages (19 to 21) are so arranged that they may be withdrawn from the Review without injury to the book, and handed to the Shipping Department.

The "correction notes" herewith apply only to the seventh (1911) edition.

EXPORTERS' ENCYCLOPAEDIA CO., M BROAD STREET.

Correction No. 2, June, 1911.

PARCELS POST (page 98).

The "Parcels Post" has been extended to Brazil on the same conditions as to weight, value, etc., as given for Jamaica.

PARCELS POST (page 100).

Note 4.—The parcels post in Turkey now includes Constantinople (Galata, Pera and Stamboul) and the following offices in Eritrea: Ady Caje, Adi Ugri, Agordat, Asmara. Assab. Keren, Nefasit, Massowah, Saganetti; also the following offices in Benadir, Brava, Gnimbo, Merka and Mogadiscio.

Correction No. 1, June, 1911.

CHILE (page 263).

Consular Charges.

In computing Consular Charges no fraction less than fifty cents will be figured.

Correction No. 1, June, 1911.

COLOMBIA (page 200).

The Consul General of Colombia is now Mr. Francisco Escobar,

Correction No. 1, June, 1911.

MEXICO (page 529). Consular Charges.

Consular blanks (per set of four) five cents. Consular Regulations.

Following are the Mexican Customs Officials at

frontier points: El Paso, Texas—Tomas Torres.

Laredo, Texas-Antonio J. Lozano. Nogales, Arizona-L. Castellanos. PERU (page 599)
Route 8.

Sailings are now about every six weeks, the next sailing being July 25.

RICO (page 624)

PORTO RICO (page 624). Route 2.

Sailings for San Juan, Mayaguez and Ponce are now weekly (Saturdays),

Correction No. 1, June, 1911.

RUSSIA (page 649).

The office hours of the Russian Consulate are now to a, m, to 1 p, m. Saturdays, to a, m, to 12.00 m.

Correction No. 1, June, 1911 SPAIN (page 687).

Consular Regulations.

According to the new Consul General of Spain, Mr. P. Diaz y Cossio, a "certificate of origin" should be taken out on all goods shipped from the United States, in order to entitle them to the second tariff rate. On many kinds of goods, however, the first and second tariffs are identical, so shippers should inquire at the Consulate whether there would be any advantage in taking out a "certificate of origin" before going to that expense.

Foreign Consuls at Outports. ITALY (page 839).

The Italian Consulate in Philadelphia is now located at 717 Spruce street, and is in charge of Count Luigi di Provano.

Los Mas Nuevos y Mejores Muelles en el Mundo



OLO algunos de los muchos extrangeros que visitan a New-York, han descubierto que recientemente se ha concluido una de las mas importantes mejoras municipales, que no tiene rival en ninguna Ciudad del mundo. Referimas a la media milla de muelles y almacenes que se

encuentran hacia el Sud de la calle 23, y tienen capacidad para los mas grandes vapores.

Nada hay en Europa que pueda compararse con esta gran obra. Alli por lo general los vapores descargan y reciben los pasageros de flotas ó vaporeitos; verdad que en algunos lugares cono en Southampton por egemplo, los pasageros plantan pié en tierra en nuelles tinglados, pero repetituos que no hay un solo lugar en Europa que compare con la magnitud de estos muelles, con capacidad para los mas grandes buques que flotan.

Desde el antiguo Muelle apodado de "Pneumonia" donde paran los Vapores de la Linea White Star y los tinglados de la Linea Francesa al pie de la calle Morton, el cambio es tan notable que puede decirse que hay un intervalo de cien años entre cllos y las hermosas y enormes estructuras de Acero y cemento que ocupan en frente del Rio del Norte, entre le Calle ay y la Little West Twelfith. Mas de doce años se han invertido en estos colosos porque antes y despues de poner el primer pilote, muchos meses se han empleado en perfeccionar y hacer los planos necesarios. Con ellos pues puede ahora New-York vanagloriarse en poser lo que tanto en tamaño cemo en hermosura de obra, compara bien con los mas grandes y lindos edificios en el mundo.

Aqui pues tenemos una digna entrada para los pasageros de Europa &c y ahi ya embarca y desembarca mucho del pasage de ida y venida asi como tambien gran parte de la carga que va y viene. El que ahora tiene necesidad de ir a recibir ó despedir amigo ó pariente en invierno, no tiene por que temer esponerse a pulmonias ú otros peligros, esperando a la intemperie, espuesto al azote de los helados vientos que vienen al traves del Río Iludson, porque los nuevos muelles con sus magnificos edificios, brindan comodidad y proteccion, casi diriamos que son tan comodos como la entrada de un Hotel moderno.

Ya se habia dado un gran paso en el sentido de muejora y acomodar los muelles, con los nuevos que repusieron los quemados en Junio de 1900 en la Ciudad de Hoboken, frente a frente a New-York y donde paraban los vapores de la Linea North German Lloyds. Los nuevos siendo muy buenas obras combinando construccion de Acero, contreto y ladrillo. Poco despues la Hambure-American line hizo lo mismo en uno de sus muelles.

Cuando las mejoras llamadas "Chelsea Improve-

ment" se idearon, los ingenieros que la proyectaron no tuvieron ayuda con los planos de los edificos ya citados, antes al contrario, ya se habian empezado los trabajos de Chelsea cuando se levantaron los del lado opuesto riel rio y cuando el Departamento de Muelles contrató con los Yingenieros Warren y Wetmore, para que diseñasen la parte arquitectral, el proyecto completo de los muelles de Holoken, solo entonces la obra mas moderna, fué estudiado y mejorado.

Pero no fueron copiados sus planos pues el proyecto era tan vasto y complexo que los arquitectos tuvieron que vener las dificultades y necesidades del caso, asi como tambien estudiar las facilidades que los principales puertos de Europa tenian para carga y descarga de pasageros y mercancias, asi como tambien los amarraderos para los buques y en eso invertieron cinco años haciendo los estudios mas completos y minuciosos. Ademas, no ce menos importancia era la necesidad de prepararse para el dia no lejano en que los buques habian de ser tanto mas grandes que los que hasta entonces se habian hecho;

Al principo se calculó que muelles re 1,000 pies de largo, bastarian, mas el Departamento de Marina del Gobierno se opuso creyendo que con esa extencion obstruirian el rio y su trafico; así pues hubo que hacerlos de 800 a 825 pies y aun así para obtener tal largo fue necesario sacrificar y tumbar bastantes edificios que ocupaban terrenos que era preciso excavar.

Constan de siete muelles de dos lados cada uno y dos con un solo lado a cada extremo. El medio muelle y los dos dobles mas al Sud, fueron tomados tan pronto como se concluyeron, por la Linea de Cunard y alli desemcarban y cargaron el Mauretania y Lusitania hasta ántes de concluirse los edificios que los cubren. Los dos muelles dobles de la linea de Cunard, solo tienen 104 pies de ancho, mientras que los otros cinco son de 124 pies; sigue a la Cunard la linea Francesa y despues la International Marine Company que tambien ocupa el medio muelle que hace el lindero del Norte.

La arquitectura de los edifios entre muelle y muelle es una adaptación modern de la Renaissance Francesa, los muelles estan cubietos con arqueados a la altura de los edificios y adornadoes con emblemas y simbolos de navegación marina mientas que otros son de comercio ierrestre por un lado, marino del otro y las llaves de los arcos llevan las figuras de Neptuno y Amfitrite, alternando.

Las hermosas estructuras hacen frente a una calle nuy ancha con buen piso y donde pasan carros de pasageros por medio de los que son de facil acceso desde cualquicr parte de la Ciudad y esto en si es una gran mejora com-

(Continua a la pagina 22)

Correction No. 1. June, 1911.

PHILIPPINE ISLANDS (page 617). New Regulations prescribed by the Insular Collector of Customs for the free admittance into the Philippine Islands of articles shipped from

the United States and its possessions.

Certificates of origin may now be placed on commercial invoices. Separate or maependent certificates bearing notarial seal are no longer required for customs purposes.

PARACRAPH 1. In lieu of certificates of origin required under former regulations to insure exemption from customs duties in the Philippine Islands of shipments from the United States of all articles, except rice, the growth, product, or manufacture of the United States and its possessions to which the customs tariff in force in the United States is applied, and upon which no drawback of customs duries has been allowed in the United States, signed commercial invoices will after date hereof be accepted for free-entry purposes upon full compliance with the following conditions:

PAR. II. Commercial invoices shall be furnished in dupli-Pax. II. Commercial invoices shall be furnished in dupli-cate and shall contain an accurate description of the metchan-disc itemized therein, aboving the quantity, value, and weight, proposed to the proposed of the proposed of the proposed presentation by consigeres is required to effect customs elera-ance of importations into the Philippine Islands from the United States and its possessions by freight, express, through the mails, in the baggage of passengers, or by any other means: Provided, That collectors of customs may, in their discretion, waive the production of invoices for household or private effects of nominal

PAR. III. The original and duplicate invoices for merchan-dise the growth, product or manufacture of the United States shall have the following certificate printed, written, typewritten, or stamped thereon:

" " HEREBY CERTIFY THAT THE ABOVE-DESCRIBED ARTI-CLES ARE OF THE GROWTH, PRODUCT OR MANUFACTURE OF THE UNITED STATES OR ITS POSSESSIONS, AND THAT NO DRAWBACK OF IMPORT DUTIES HAS BEEN OR WILL BE CLAIMED THEREON, AND THAT THIS INVOICE IS TRUE AND CORRECT IN ALL PARTICULARS.

This certificate shall be signed on both original and duplicate invoices by the manufacturer, seller, or consignor of the merchandise, or by a duly authorized agent of such seller, manufacturer, or consignor, and both invoices (except for shipments by post) shall be mailed to the consignee of the merchan-dise for filing with the customs entry pertaining to the importation.

PAR IV. When shipments consist of both American and foreign products the articles shall, if not separately invoiced, be segregated and their origin clearly indicated on the invoice: the AMERICAN by the certificate prescribed in the preceding paragraph; the FOREIGN by the notation "FOREIGN GOODS."

graph; the rowages by the rotation from the Scott.

Tax V. Merchandies of the growth, product, or manufacture of the United States and its possessions may be edimited for the production of the state of the Chiral States and its possessions may be edimited for the state of the s on the production of the corresponding certified invoices within 120 days from the date of filing the entry for the merchandise.

PAR VI. Invoices in duplicate, certified as provided in Paragraph III hereof, are required for all articles of merchan-

disc received through the mails from the United States (except for consignments of one or more packages the value of which does not exceed ten (10) dollars United States currency). To insure prompt delivery the original invoice for such shipments should be mailed to the postmaster, Manila, whether the corresponding package is addressed to Manila or to some other point in the Philippine Islands; the duplicate invoice should be mailed to the addressee. Invoices for mail shipments may cover any number of packages bearing the same address and mailed on the same date.

NOTE—Customs clearance of mail packages will be facili-tated if merchandise of the United States and articles of foreign manufacture are packed in separate packages and properly segregated in the invoices,

orrection No. 1, June, 1911.

PHILIPPINE ISLANDS (page 605).

Custom House Regulations.

It is no longer necessary to make out a "Certificate of Origin" in shipping to the Philippine Islands. Full particulars of the new regulations are given above, and should be inserted in the Encyclopaedia on page 617.

> Correction No. 1. June, 1911. RUSSIA (in Europe). Route 12 (page 670).

Sailings:

Connection is now made at Liverpool (England) for Odessa, Batoum and other Black Sea ports.

SHIPPING ROUTES FROM GALVESTON. Route t (page 810).

Sailings are now; For Hayana, 1st and 15th of each month,

For Matanzas, Manzanillo and Cienfuegos, 1st of each month.

For Santiago de Cuba and Kingston (Jamaica). 15th of each month,

SHIPPING ROUTES FROM NEW ORLEANS. Route 18 (page 804).

Sailings of the United Steamship Co. are now as follows:

For Matanzas, Manzanillo and Cienfuegos, 28th of each month.

For Santiago de Cuba and Kingston (Jamaica), tith of each month.

Connecting at Cienfuegos for Nueva Gerona (Isle of Pines) and at Matanzas for Cardenas, Sagua la Grande and Caibarien,

> Correction No. 1, June, 1911. Route 9 (page 797).

Mr. J. J. Kelleher is now the General Freight Agent of the United Fruit Co.'s steamship lines at New Orleans,

CONSULAR INVOICES OR CERTIFICATES OF ORIGIN FOR

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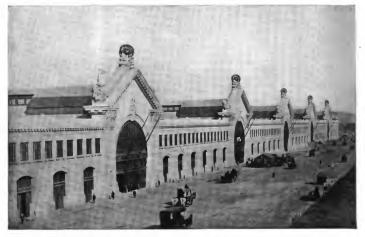
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LOS MEJORES MUELLOS EN EL MUNDO-CHELSEA IMPROVEMENT, NEW YORK.

(Continua de la pagina 20)

parada con las dificultades de llegar a los otros muelles. Para mayor comodidad y belleza el limite del Norte concluve en un lindo parquecito.

A la entrada de cada muelle hay escaleras de piedra que abren en hermosos salones de descanso, calentados por vapor y lindamente decorados. La linea Francesa trajo artistas de Paris para que sus salones fueran de los mas lindos y atractivos.

A los extremos de los edificios sobre los muelles, cosespeion de los de la Linea de Cunard, hay grandes Balones y actoates y a una altura que corresponde con el segundo piso de los edificios y desde alli amigos y parientes de los pasageros pueden dar rienda a sus expresones de bienvenida y despelidas. Así han lograde las

lineas que poseen esa conveniencia dar facilidades al publico para ercibir y despedir sus allegados, sin esponerlos al menor riesgo ni dessatre que pudiera causar la rotura de un cable ó cualquier otro percance, y no interrumpen las maniobras necesarias a la entrada ó salida de los brunes.

Ademas de numerosas escaleras, hay en cada muelle 3/c ascensores para carga y 14 para pasageros, y con 8 más para el equipage. Contienen tambien corroderas para-hechar el equipage desde el puente del vapor al nuelle, mientras que la Linea de Cunard tiene escaleras rotatorias para igual olgeto.

Porcultimo, direncos que hasta ahora el costo de los muelles y los edi cios de que forman parte es de diez millones de dollars.

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See Circulation Statement on page 9 of this Issue.



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EUROPE-GREAT BRITAIN AND THE CONTINENT

What Austria-Hungary Is Taking and Needs

Hungary is beginning to manufacture for herself many articles, such as agricultural implements, which she formerly obtained from other countries. Generally speaking only the more expensive classes of foreign goods find a market in Hungary.

The following goods still find a sale there: Agricultural machinery, engineering specialisies, motor cars, tools and instruments (surgical, scientific, dental, optical, photographic),
sewing machines, high class spacer and stationery, men's hats and
furnishings, umbrellas and walking sticks, groceries (such as
jam, tea, biscuits), whiskey, all kinds of sporting articles for
outdoor games, rubber goods (tennis shoes, etc.), fancy articles
in silver, sanisiny carthenware, varinish, perfumery, pharmaceutical goods, typewriting machines, articles for writing (good ink
is difficult to obtain). silk and wooden textiles.

The following is a list of articles not manufactured in Hungary, for some of which there might be an opening: Aush, asbestos theets and cords, safety-pins, shoe buttons, bost sewing machines, needles for shoemakers, alarme locker, revolvers, pins, graphite, indiarubber sheets for beds, thimble, hair elippers, thermometers, typewriters, calorimeters, briting needles, barrometers, linoleum, mimocgraph copying machines, hydrometers, scissors, clocks, slates, slate pencils, copying apparatus, multiplying apparatus, eash registers, carridges, sewing machine, needles, projectographs, and volumeters.

Imports in which there is a marked upward trend are: Cotton yarms and manufactures (especially wides, belting and hose), leather goods, paper, vegetable oils, raw petroleum, candles, soap, furniture, biscuits and other farinaceous substances, paints, colors and other clientical products, cheese, fruits, carpets, felt, oilcobh and tarpaulins, agricultural machines, drugs and perfumes, indiarables goods.

Turkish Merchants Here to See and Purchase

Several importing merchants and bankers of Saloniki, Turkey, have recently arrived in New York for the purpose of maker, have recently a supersonal to the control of the United States. This trip was suggested to them by Consul George Horton, of Saloniki, with a view to increasing American trade in the Levant. The visiting business nen have bronglit with them samples of cotton goods, hardware, etc., to show the class of goods in demand in Turkey. They will be interested in a varied line of textiles, shoes, rubber footwear, flour, cottouseed oil, agricultural implements, furniture, hardware, chemicals, etc., and with to visit American factories and to meet American business men. French is spoken by the members of the party.

Will Give Quick Time to Constantinople

Traffic arrangements have been made by the Austro-Americana Steamship Co. with the Achai Steamship Co., whereby the steamers of the latter company will make a close connection with the boats of the Austro-Americana Line on their arrival at Patras, Greece, so that freight shipped from New York by that line for Constantinople should arrive at destination in about twenty days. Other ports in Turkey and Greece will also obtain the benefit of this quick connection. The Austro-Americana Lane maintains a direct service from New York to Patras, with sailings about three times a month.

Commercial Directory of Hungarian Buyers

The following communication has been received from Mr. C. R. Slocum, American Consul at Fiume, Hungary: "I wish to thank you for your valued contribution to the information files of this office, and to state that your Exporters' Review is perused with much interest. I wish to state that, in the interest of American trade in this district, I have mailed to you a package containing some copies of a commercial list, which I have compiled and revised to date, covering the lines of manufactures, etc., in which American competition is possible in this district, and the names and addresses of the responsible dealers in the several branches of trade, and I would be pleased if you could afford your subscribers the use of these copies. The publication of this booklet was undertaken as a means of increasing American trade in this district, and the opportunity for such increase has latterly been enhanced by the fact that American importations into Austria-Hungary are now afforded the benefit of the minimum tariff. I will be pleased to furnish individual inquirers with information covering the rate of duty on their goods and would suggest that correspondence with merchants here should quote prices c. i. f. Fiume, not f. o.b. cars factory, which usually conveys little or no information to the prospective purchaser in this district." Copies of the list mentioned will be mailed to subscribers interested.

May Establish New Mediterranean Service

The report that the Lloyd Sabaudo is about to establish a direct line between Philadelphia and the Mediterranean is premature. It is known, however, that this company has had in mind the establishment of such a line for a year past, but it has not as yet arrived at any definite conclusion. Should present negotiations terminate favorably it is proposed to divers some of the Lloyd Sabaudo liners from the New York service and place them in the Philadelphia service. Charles M Taylor's Sons, who are freight agents for the Italia Line, will act in the same capacity for the new line if it is faully established.

Immense Sum for Construction Work in Berlin

The Berlin authorities have decided to float a loan of \$80,-750,000, the proceeds of which will be used for the construction of subways, gas and water systems and other utilities. Two tunnels to relieve the cross-traffic in Unter den Linden will be built.

Cunard Extends Black Sea Service

The Cunard service from Liverpool to Constantinople is to be extended to the Black Sea ports, particularly Odessa and Batoum. From the latter port they have contracted over the year for cargoes of ore to the Mersey.

English Textile Mills to Erect American Plant

The firm of John Crossley & Sons, Ltd., large textile manufacturers of England, have purchased twenty acres of land at Easton, Pa., and will eree mills there. It is said these mills will be a duplicate of the Dean Clough mills and that they will manufacture carpets and rugs. The decision to locate at Easton resulted from representations to Charles W. Crossley of England by the Easton Board of Trade last fall.

A S I A INCLUDING EAST INDIES. ETC.

India Needs Well-Boring Plants and Pumps

Reports from India state that good progress has been made by the various departments in their efforts to promote wellsinking and in demonstrating to cultivators the use of oil engines and pumps in the utilisation of sources of water hitherto unused. In the Bombay Presidency there are large areas in Upper and Lower Gujerat where conditions, are suitable for working with Cawapore tools. Satisfactory progress continues to be made in Madras with oil engines and pumps for irrigation purposes. In The United Provinces well-boring work has considerably increased; during the year spop-10 there was an increasing demand for sinking pipes to deeper springs in existing wells. In the Punjab the execution of the scheme for making trial borings, tubing wells and generally improving the water supply was begue

Demand in China for Corrugated Iron

The vast majority of native houses, near Tientsin, China, are built of clay and kao-liang. The latter is a plant much like American broom corn, growing to a height of 10 to 12 feet. The houses of the better class of Chinese are built of brick with tile roofs. These tiles are set in clay and such a roof is immensely heavy.

There is a considerable sale there for corrugated iron, which is used as a building and roofing material. There is but one composite roofing material now on this market. One of the largest importing firms in Tientsin has the agency for this, and the manufacturers are advertising it somewhat extensively in the local papers. The shops of the Imperial Railways of North China at Tangshan have purchased considerable countilies of this material to use in the construction of ears.

Japan's Scheme of Railway Extension

An ambitious scheme of railway extension has been drawn up by the Japaneie Railway Board. Existing lines extend to a total of \$235 miles, of which all but 458 miles belong to the State, and the aggregate cost of construction was \$397,500,000. Litera are in course of construction to the extent of 442 miles, and other schemes projected by the board have a total mileage of 29,06. These will form trunk railways, In addition, a large number of branches, mostly light railways, are in contemplation, having a total length of 5,000 miles. It is estimated that the new trunk lines will cost \$237,580,000 to build, and the branches \$58,042,500.

Appointed Agents of Pacific Mail Steamship Co.

The Judson Freight Forwarding Company, with offices at 19 Battery Flace, New York, has been appointed contracting and forwarding freight agents of the Pacific Mail Steamship Co. and will be glad to furnish, promptly upon application, complete information regarding rates, service, etc., to and from Pacific Coast points in the United States and British Columbia, via Panama route; also to Chins, Japan and Philippine Islands via Overland routes.

Malaysian Flour Trade Coming to U. S.

Australian wheat, up to within two or three years, has had a large market in the Straits Settlements, enjoying more than one-half of the trade, but during recent years the flour exporters of the United States have made an effort to increase their business in the Malayan Peninsula, which has resulted in giving the American product a large bulk of the flour trade. This was done by establishing local agencies that keep in close touch with the market, study the demands of the consumers, and secure regular supplies. As far as can be learned the American cereal is giving satisfaction, and there is no reason why the sales should not increase with the rapidly increasing population. Out of a total of 38,000 tons consumed last year only 5,767 tons came from Australia; a large part of the balance, over 24,000 tons, came from Australia; a large part of the balance, over 24,000 tons, came from Australia; a large part of the balance, over 24,000 tons, came from America and Hong Kong, most of which was the American product.

China Needs Machinery for Arsenal

An intimation has been sent to the Shanghai Artenal from the Chinex Ministry of War that more arms are required and consequently more machinery should be bought and more workmen engaged. It lis Excellency Yin Chang has come to the conclusion, after consultations with Prince Tai Tao and Grand Councillor Yu Lang, that all weapons of war are to be manufactured by Chinese arsenals themselves, in order to secure uniformity as a military essential.

American Turbines in Foreign Battleships

The battleship "Aki," of the Japanese navy, is fitted with win-screw Curtis marine turbines of 24,000 aggregate horsepower, furnished by the Fore River Ship Building Co., of Quincy, Mass., who also designed and furnished the propellers. This vessel was originally designed for 19 knots and reciprocating engines. The top speed on trials with Curtis turbines was 20½ knots, which exceeded all guarantees in every particular.

The Argentine battleship "Rivadavia," now under construction at the Fore River yards, will be launehed during next month. This vessel is to have a speed of 22½ knots and is fitted with Curtis marine turbines on three shafts, having an aggregate horsepower of about 30,000.

Sewing Machines in Demand in Orient

In the cargo of a Japanese steamer which sailed from Tacoma recently for the Orient, was a shipment of 2477 cases of sewing machines, valued at \$22,606, the larger part of which was for Yokohama, though there were consignments to ports of China. Every steamer of the O-saka Shosen Kaisha fleet leaving in the past six or eight months has carried heavy shipments of sewing machines.

To Extend Telegraph System into Tibet

The Eastern Extension and the Great Northern Telegraph companies have loaned \$2,000,000 to China for eighteen years at 5%. The sum named is to be used for the extension of the telegraph system into Mongolia and Tibet.

AFRICA CAIRO TO THE CAPE

Important African Railways Being Opened

The most important undertaking in the German colonies is the railway now in course of construction in East Africa between Ibar-ex-Salam on the seacoast and Tabora, far in the interior of the colony. The first section of the road, from the coast to Mrogoro, was opened in October, 1907, and the line is to be carried on to Tabora, some 200 miles south of Lake Victoria Nayra. A German company contracted to build it by July 1, 1914, but the work has been making such rapid progress that the first focomotive will run into Tabora by 1912.

The economic effect of the new road upon the development of East Africa is experted to be considerable. Great numbers of natives now employed in carrying burdens on their heads for long distances will be liberated from this wasteful employment and become available for work on the cotton and other plantations that are now being taken up in the colony by German companies. The region about Tabora is a comparatively populous and prosperous one, regarded as being well adapted for cotton growing; but its trade is as yet handicapped by the lack of transportation. All its trade with the outstide world goes and comes by way of the British Uganda Railway and steamers on Victoria Nyanza, the long distance from Tabora to the lake being covered by caravans and carriers. Promising regions along the eastern coast of Tanganyika will also be rendered accessible after the road reaches Ujil.

Orders for Mining Machinery Should Result

An exceedingly satisfactory state of affairs with regard to the mining industry in Rhodesia was revaled at the recent annual meeting of the Chamber of Mines. It was stated that if the requirements for labor were satisfied, there would in fave years' time be 80,000 natives employed on the mires of Rhodesia, as against 3,000 at present.

The past year was one of unexampled progress. Capital was coming in increasing quantities. Development at depth had proved the permanence and continuity of the value of many had proved the permanence and continuity of the value of many new frait. A number of properties, formerly worked by tributors and individual workers, had, after prosperous careers, heen acquired by companies, and were now being developed on a larger scale than the small worker found possible. A list of only a few of the more important of such properties showed that the recent drop in the output was readily accounted for by the absence of some of those small properties from the producing list, pending help the properties when the producing list, pending help return when worked on a larger basis.

Congo Using Portable Houses and Motor Boats

There is some demand for portable houses in the Congo State, and several inquiries for entalogues of these have been received by the Governor-General at Bonn. Catalogues should give particulars of the materials of which the houses are made and of the dimensions, as well as the conditions of sale. The use of motor boats on the River Coupo is spreading and appears to have a great future. The boats, however, must be rather high out of the water, and the motor sufficiently powerful to make way against the strong currents.

Traveling in Comfort on Congo River.

To perform the 1,000 mile return trip from Leopoldville to Stanleyville at present thirty to thirty-five days are required, Toward the end of the current year it will be possible to make the return journey in only fourteen to fifteen days and in great comfort. This is due to the generosity of King Albert, who at his own expense, has ordered from the yards at Hoboken, Antwerp, an express boat which, in up-to-date luxury, will compete successfully with the very best Nile boats. The vessel will be 246 feet long and 39.37 feet wide, with three decks and with room for too cabin passengers and considerable freight; this, however, at the rainy season, when the level of the river is higher. The new boat will be driven by three screws, propelled by three petrol engines of 500 horse-power each. It will be lighted by electricity and all of the deck machinery will be electrically propelled. The vessel will have staterooms de luxe, bathrooms and a refrigerator plant. It will be specially ventilated and the decks fitted with mosquito net-, with a disinfecting room and a pharmacy.

Freight Automobiles Supersede Railways

The most ambitious of the projects for extending freight automobile routes through parts of the Belgian Congo is now far advanced. The route, 700 miles long, which is to join the Congo and the Nile Rivers, is completed for about half the way. The road starts at the head of navigation on the Rubi tributary of the Middle Congo, extends to the northeast across the headstreams of the Mobangi, the greatest Congo affluent and will go on to Rejaf on the Nile, a station some forty miles south of Gondokoro to which steamers from Khartum are now making regular trips. The Belgian Congo, for some years, has promoted the building of such routes in advance of the development of an adequate system of railways. It is desired to dispense as rapidly as possible with costly transportation on the backs of men. One of these routes was started from Stanley Pool to the southeast with the intention of penetrating the Kwango-Kasai country which has rich resources in rubber. Another project was to extend an automobile line from Lusambo at the head of navigation on the Sankuru affluent of the Kasai with the idea of tapping the mineral region of southern Katanga. This project may not be carried out in view of the present plans for the construction of a railroad to connect Lusambo with Katanga. For some years the Congo Government has given much attention to the development of an automobile freight earrier well-adapted for tropical conditions. Types of machines carrying from two to three tons of freight were finally evolved which seem fairly well to answer the requirements. The hest of roads are essential for this service, which should give American manufacturers of road making machinery an opportunity for business in this section,

Diamonds Discovered in German East Africa

Extensive discoveries of diamonds have been made in Bagamoyo, in German East Africa. Bagamoyo is opposite the Island of Zanzihar and is a port of ealt for German and British steamers.

Three Large Steamers for Australian Trade.

The Federal Steam Navigation Company, Ltd., operating between London and Australian ports, is building three new steamers for the Australian trade. Each vessel will be about 14,000 tons and will be the largest liners employed in Australian shipping. The new vessels will have twin screws and five masts, and are to carry 300 first-class and probably 200 second-class passengers. They will have all modern appliances for handling cargo.

Victoria to Take Up Ship Building

The Victorian State Cabinet has decided on an immediate establishment of shipbuilding yards at Williamstown, At first the yards are intended for the construction of hopper barges, but they will subsequently be enlarged and made capable of dealing with big shipbuilding contracts, including warships. The Cabinet is also making inquiries regarding the best means of improving and developing the country ports of Victoria.

Railway and Construction Work in Australia

The Australian Government is about to call for tenders for the construction of two new railways, which will render available for occupation about 3,500,000 acres of scrub country, similar to that which has already proved highly profitable for agriculture. These works, together with water conservation, irrigation and reclamation proposals, will ensure large expenditures for material and construction in the next few years,

Australian Firm Establishes Offices Here.

The firm of Richardson, Orr & Co., with offices in Melbourne, Sydney and Wellington, has opened a branch office in New York, at 24 State street, in order to give closer attention to the needs of the American manufacturers they represent in Australia and New Zealand, and to the importers of American goods in that territory. The New York office will be under the management of Mr. J. P. Richardson, senior member of the firm, which has been established in Australia since 1886.

American Sales to Hawaii Show Decline

Hawaii ranks first among the non-contiguous territories in the value of shipments to the United States, though this year's figures are considerably below those for 1910. During 1911 the shipments have thus far been at the rate of \$40,000,000 per an-111m, against \$46,000,000 last year.

Floating Dock and Harbor Works Proposed

It is proposed to construct a floating dock at Newcastle (N. S. W.), at a cost of about \$500,000. In connection with it, large workshops and harbor works would be built at Carrington, an island in the harbor.

Structural Steel Contract for Hawaii.

The United States Steel Products Co. has been awarded a contract for 2,500 tons of structural material for the new government buildings at Pearl Harbor, Hawaii, where the United States is equipping a large coaling station.

FOREIGN TRADE OPPORTUNITIES

The following are among inquiries received by the Bureau of Manufactures, of the Department of Commerce and La nonth. Manufacturara interasted can obtain full particulars, free of Manufactures and referring to the number given

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Boots and shows—Canada. Stailered glass, paper—Canada. Harbor improvements—Halty. Chemical and medicinal products—Europe. Import and expert agent—India. Focks and hippe—Halty. "products—Rurop Markhitery, for making converte blocks for iso—Levan. Ageinty for Iron and stor' products—Kur Marchistry for making controls block for Mineral white—l'aited Kingdom. Refined cottonesed oil—laify, American good of various kitots—Canada. Meril laths and corner beath—l'annia. Agricultural implements—themla. Agricultural implements—themla.

Textile machinery. Europe.
Kitchen nrensia und gas water-heaters.—Italy.
Elevalors and equipment.—Turkey.
Machinery for making concrete blocks.—European Turkey.

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67100	Doors and sash-Turker.
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Starra-Enrope.
Fiber maching-India.
Tendres for Iwe bridges-Montreldee. Fraguar.
Tendres for Iwe bridges and appliance—Latin
Surgicia.

Silver and white-metal mountings -Canada. Cotton goods-Perfugal. Comnection buttons-United Kingdom. Well dr'ling machines-Jatin-America.

Well drilling machines—Latin-Ame Hinck walnut—Hungary. Hate for women's wear—England. OVAL

0846 American shoes-Germany. 0843 American goods-Levant. 0849 Land, Sour and cottonwed oil-Mediterranean

Electrical appliances and paper towels. Europe, Endoored tin plates for truth covering. Europe, Device for sharpening surgical instruments. Italy, Cotton yarns, sheetings, calteres and prints. sts -Hungary.

merican goods—Hungary.
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>-making machinery—Island in the Pacific Ocean Colton yarns-india. Woodworking machinery, oil engines and kitches

Roadwirthing mea.

The property of the propert Lard, variish and oil for clean optical goods—Latin America. Leather and tpewriters—Bus Molor-car and electrical acco-Calcium carbide—Germany. Tenerrs—Prance.

Drilling machines -Spence Aires Agence for American goods—Germany, Numbering machines and daling slamus—Europe, Pareer sultable for the newspaper trade—Ports Rico,

6875 Agencies for American goods-Germany, 6877 Grocedes, drugs and olls-datin America.

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Increased Exports of Manufactured Goods

Exports of the following manufactures ready for consumption showed an increase during the month of April, as compared with the same period last year, illuminating oil, cotton (cloths, lubricating oil, builders' hardware and rools, mowers and reapers, boots and shoes of leather, automobiles, rails for railways, pipes and fittings, spirits of turpeniine, electrical apphances, wire of from or steel, typewriters, metal-working machinery, books, maps and engravings, plows and cultivasors, sewing machines, naphthas, etc., cars for railways, structural iron and steel, electrical machinery, mining machinery, photographic goods, cotton clothing, patent or proprietary medicines, wine, furniture of wood, becomotives, soap, stationary engines, printing paper, traction engines and eash registers.

Russian Field for Agricultural Machinery

An article in a recent number of a St. Petersburg semiofficial journal concerning the production of agricultural machines and implements in Russian factories, and how to encourage the industry by increasing the customs duties on foreign articles which compete with the home products, gives the production of home machines and implements for the five years ended with 1900, the last year's output being an estimant, and for the year 1894, for comparative purposes: 1894, \$1,555,800; 1905, \$0.470,000; 1907, \$1,000,000; 1907, \$1,2,500,000; 1907, \$0.470,000; 1908, \$0.470,000; 1909,

Lately the Ministry of Trade and Industry received a notification from the International Harvester Co., of their desire to establish in Russia large factories for the production on a large scale of reapers, harvesters, hay cutters and hay rakes, provided a sufficient customs protection for these machines be introduced in Russia.

Cargo of Cross Ties and Lumber for Uruguay

The British steamship "Wimbledon," will shortly sail from New Orleans with a cargo of \$5,000 oak crossite and 60,000 feet of yellow pine lumber, for Montevideo. The Stereus-Eaton Lumber Co, New York, is making the shipment. The crossites will be used in building the Urapus section of the Pan-American Transcontinental Railroad, which will connect Brazil with Argentina. The Sterens-Eano Co, is also interested in the development of the new port of Colonia, opps site Buenos Aires, where extensive wharves and docks will be creeted.

Steamship Man Goes with Forwarding Concern

Mr. Albert N. Dunham, freight manager of the National Steam Navigation C. mpany of Greece, has resigned to accept a position with the Trans-Continental Freight Co., foreign and domestic forwarders, with offices at 20 Broadway, New York, Mr. Dunham is well known in transportation circles, having

started in with the Delaware, Lackawanna & Western R. R. some twenty-two years ago, his last possision with the road being in the foreign freight department. After several year's experience with a downtown forwarding concern he went with the Hellenic Line, where he remained until about a year ago, when he became freight manager of the other Greek line. The arrangement of the other Greek line. The cardoads for trans-continental and trans-Pacific points.

Foreign Trade of Japan Last Year

The total foreign trade of Japan, excluding Formosa and Korea, amounted in 1910 to 694,189,000, of which £37,391,000 were imports and £45,098,000 exports. As compared with the figures for 1909, the total trade shows an increase of £11,756,000, and as compared with 1907, the record year, a decrease of £39,000. It should be noted, however, that the returns from which the above figures are taken are exclusive of trade with Formosa, and since September, 1910, of trade with Korea. The total trade of Japan with Korea during the four months ended December, 1910, amounted to about £4,000,000.

From these figures it will be seen that last year's trade surpassed all records. Trade conditions have been improving, and, though there is still some weakness, have shown a recovery from the severe depression of the two earlier years. Taken by itself the year 1910 was a good one, but foreign merchants have been handicapped by the accumulation of bad debts and unsalable stocks carried over from 1988 and 1909. The conspetition from direct import and export trade also appears to have been keener than ever before.

The compsissions features of the export trade of Japan last year were the large increases in the amounts of raw silk and cotton yarms, while the import trade showed a corresponding increase in the amount of raw cotton. The volume of trade with the United Kingdom increased in 1910; exports from Japan decreased somewhat, while in imports there was an increase of about 10 per cent. over the previous year's figures. The trade with the chief continental European countries, British India, Australia and the United States also increased. Trade with Chief showed a large increase in both imports and exports, chiefly in raw cotton and cotton yarns respectively.

Exports for Twelve Months Reach \$2,000,000,000

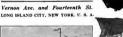
Exports from the United States crossed the two billion dollar, line in the twelve months ending with April, according to the Bureau of Satistics of the Department of Commerce and Labor, this being the first twelve-month period in which the figures have touched or passed the two billion dollar mark. The exact figures for the twelve-month period were \$4,001,240,505, and for the tem months of the fiscal year ending with April \$1,753,777,815. For the month of April alone the exports were \$1,850,04,276, and are larger than those of April in any earlier year in the history of the trade. The increase in exports for the month of April was 25 million dollars, and for the ten months ending with April, about 26 million dollars. The excess of exports over imports for April, 1911, was \$1,780,000,000, and for the ten months ending with April 3,874,880,000.

Hamburg-American Orders Huge Liner

The Hamburg-American Steamship Company, it was announced early this month, has given orders for the construction of a sister ship to the mamnoth turbine steamer "Imperator," now building. The vessel will be 850 feet long and will be placed in the New York service.

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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.

NOTE.—The lines are arranged alphabetically under the port of departure. This enables subscribers to the seventh (1911) edition of the "Exporters' Encyclopaedia" to ascertain quickly the proposed sailings of all lines, except where the agents could furnish no advance

information. CAUTION.—The sailing dates given below, although compiled with extreme care, should be considered as merely approximate, except for the regular Trans-Atlantic passenger lines. The publishers, however, assume no responsibility as to the accuracy of the information.

From New York.

AMERICAN & AFRICAN S. S. LINE: For Cape Tonn, Algon Bay, Seat London, Port Natal, Bringon Bay — Gordon Castle, July 17.

AMERICAN ASIATIC S. S. CO.: For Hong Kong. Shanghai, hole and Yokobama-Indramajo, Aug. 10.

AMERICAN & AUSTRALIAN S. S. LINE: For Fre-mantle, Adelaide, Melacorrie, Sydney and Brisbane— Augie Celembian, July 10.

A EndCAN & AUSTRALIAN S. S. LINE: For Mel-leastne, Sydney, Auckland, Wellington, Lyterion and luncutes A steamer July —.

AMERICAN & CUBAN S. S. LINE MERICAN & CUBAN S. S. LINE: For Hasqua, Guardanasse, Santrage, Manzantile and Chenfinges.— Junes, July 5. For Havner, Matanges, Cardenas, Sagas and Calbarten—Pougr del file, June 21: a

steamer July 19. AMERICAN & INDIAN LINE: For Port 8sid, Hode dah, Adrit, tembaj and talentia -A steamer ---

AMERICAN LINE: For Southampton +8f. Paul, June 24; New York, July 1. Philadelphia, July 8; St Louis, July 15, St. Paul, July 22 New York, July 28; Philadelphia, Aug. 5.

AMERICAN AND MANCHURIAN LINE. For Hong Kong, Stangtat, Moji, Kobe and Yokonama-atenmer July 25. For Nagapore and Manda Kalom June 20. Karema, July 5.

AMERICAN & ORIENTAL LINE: For Hong Kon Shangkal, Kolor, Yokonama and Dainy -- Weish Princ June 25.

AMERICAN HAWAIIAN S. S. CO.: For Puerle Mexico .- A steamer every six days.

AMERICAN RIO PLATA LINE: For Montevides, Bus nos Ayres and Rusario-Brumerer, June 20; a atenner early July.

*ANCHOR LINE: For Glasgow-Caledon a. June 24. Farnessia, July 1; California, July 8. Columbia July 15. Caledonia, July 22, Farnessia, July 26, Califor Parnessia, Ja 15. Calidonia nia, Aug. 5.

*ANCHOR LINE: For Naples and Leghern-talabria, June 17, Italia, July 8, Perugia, July 21.

*ATLANTIC TRANSPORT LINE For London -Minnels, June 24. Minnelsea, July 1; Minnelsea, July 15. Minnelsea, July 22. Mentensia, July 22. Mentensia, July 29.

*AUSTRO-AMERICAN S. S. CO. LTD:: For diltrallar, Napies, Patras, Venice and Trieste Martin Washington, Jane 12; Laura, June 24, Argentins, July 20. Oceanis, July 20.

BARBER LINE: For Hong Long, Shatsphat, Kobe an Yokohama-St. Patrick, July 10. For Singapure an Mabile-Muncaster Castle, Aug. 5.

BARBER LINE: For Montevideo, Buenos Ayres and Reservo 4 orders, June 28, a stranger July 12. BARBER LIRE: For Havre and Dunkirk-A steamer

*BOOTH LINE: For Pers and Mannos-4' ement, July 4, Hubert, July 13; Centense, Aug. 5.

BOOTH LINE: For Para, Maranham, Usara and Par-netyles-Dominic, June 25; America-tee, July 25 BRISTOL CITY LINE: For Swansea and Bristol A

steamer every irp days. CLYDE STEAMSHIP CO. (WEST INDIA LINE): For Turk's Island, Monte Cristi, Pherio Plata, Namsna. Sabelen, Marcela and San Denningo Clip...Cherokee, June 24 Seminole, July 15.

COMPAGNIE GENERALE TRANSATIANTIQUE: For Harre-La Lorrsine, June 22, Caroline, Jone 24, Chi-cago, June 24, La Protectee, June 29; Niagara, July 4; La Toursine, July 6; La Navole, July 13; La Lorrsine, July 29; Piorida, July 22, La Toursine, July 27; La Sarole, Aug.

COMPAGNIE OEMERALE TRANSATLANTIQUE.
Bordeaux and Dunkirk-Hudson, July 15, Nt. Loui
Aug. 12.

*COMPANIA TRASATLANTICA: For Havana, Vers Cruez, Puerto Mexico.—A steamer July 12 and Aug. 11. COMPANIA TRABATLANTICA: For Cadis and Rarce-lona-Montserrat, July 6, a steamer Aug 6. FREIGHT FORWARDERS. Etc.

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*Steemers are equipped with the Marconi Wireless System-see page 37.

CUNAND LINE. For Liverpool Institution, June 21, Campanio, June 25, Caronia, July 1, Mauretania, July 5; Carmania, July 12; Lucitania, July 10; Campania, July 26; Caronia, July 26; Caronia, July 26. Mauretania, Aug. 2.

*CUNARD LINE: For Naples, Flume and Triesto-Sazonia, July 3: Paubonia, July 3; Carpathia, Aug. 3. Sazonia, Aug. 34.

ELDER, DEMPSTER LINE: For Conary Islands and West Const Africa Ports...A steamer July 30.

*FABRE LINE. For Marseilles—Madonna, June 24; Veneria, July 1; dermania, July 8; Sant Anna, July 20; Roma, Aug. 1. Steamers Veneria and Sant Anna cat] at Lisbon.

*RAMBURG-AMERICAN LINE: For Hamburg-Pres. L'Ocole, June 21, Ripecher, June 24; K'sa. Aug Vic-toris, June 24. (Teleplad, July 1; Prosofyvania, July 8. Amerika, July 15, Pres. Grant, July 22; Pres. Local, July 27, K. Sm. Aug. Velotis, Aug. 3.

*HAMBURO-AMERICAN LINE: For Gibraitar, Naplea and Genoa--Hatavia, June 21; Hamburg June 27; Melifar, July 11; Hamburg, Aug. 15.

HAMBURG-AMERICAN LINE (Atlas Service): For lungum Hayft and Colombia Affermantia June 18 and Aug. 10. Atlangta, June 28 and July 20.

RAMBURO-AMERICAN LINE (Atlan Service) For Ingus. Kingston, Gelon and Colombin-Arline Sign-mand, July 2 and Aug 4, Fring Eltel Friedrich, June 23 and July 21.

HAMBURG-AMERICAN LINE (Atlas Service) For Inagua, Hayii, Kingston and Port Limen-Farma, July 8 and Aug. 5, Nibiria, June 24 and July 22

HAMBURG-AMERICAN LINE (Atlan Service: For Santingo Kiugaton, Colon and Port Limon-Prins Aug. Wilhelm, July I and 221, Pring Josephyn, July 17 and Aug. 12 Pring Ang. Wilhelm also rails at Borne del To

HAMBURG AMERICAN LINE (Atlas Service) For Hatana, Cleaffingus and Manusallib-Alleghany, July 25 and Aug. 22, Allel, June 21 and July 19.

HAMBURG-SOUTH AMERICAN STEAMSHIP CO : For Pernambuco, Rio de Janeiro, Santos, Parabagus and Rio Grande do Sul. A steamer July 10; Nassevia,

RANSA LINE: For Cape Town, Algon Ray East Lon-don, Port Natal and Delayon Ray -- Azenfels, Aug 5. RANSA LINE: For Port Suid Aden, Rombay, Celem Rangeon and Calcutta-Adamstorm, June 20, Neid fels, July 20.

*HELLENIC TRANSATLANTIC LINE: For Piracus, Nunyrus and Constantinople—Athinal, June 17: Smyrms and Constantin Themistories, July 20.

*HOLLAND AMERICA LINE: For Rotterdam.—Neor-dam, Jane 26, Rotterdam June 27, Ryndam, July 4, Pot-dam, July 11, New Amsterdam, July 18, Gerre-dy E. July 25, Nordam, Aug. 1.

HOUSTON LINE: For Cape Town, Algon Bay, East London, Port Natal and Delagon Bay-Assurers,

Lendon June 27. HOUSTON LINE: For Montevideo, Busnos Ayres, La

-Hermisten, July 6. INSULAR LINE: For San Just. Ponce and Mayagues -- distry Luckenbach. June 17; a steamer July 1 and 15.

*HTALIA LINE: For Naples and Genes-Verons, June 19: Formins, July 6: Ancons, July 19, Verons, Aug. 3.

LAMPORT & HOLT LINE: For Manchesler-Camorba,

LAMPORT & HOLT LINE: For Robin, Blo Janeiro and Sonios. Voltaire, June 20: Byron, July 3: Verdi, July

Sonton Voltaire, June 20, Tenayson, Aug 5. LAMPORT & HOLT LINE: For Montevidee, Engage Avres and Rosario-Voltaire, June 29, Verill, July 20,

Ayres and Visinti, Aug. 10.

*LA VELOCE LINE: For Naples and Genon-Europa,
June 20. America, July 5: Greenia, Aug. 1, Europa.

LLOYD BRAZILEIRO: For Pernamburo, Rio de Ja-neiro and Sastos-Purus, June 28; Twianjins, July 28. For Pura Ceara, Pernamburo, Rahia, Rio de Janeiro and Sautus-Minos Gerava, July 14.

PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.-Continued from page 35.

See notice at head of Page 35.

*LLOYD ITALIANO: For Naples and Genoa-Indians, June 27; Mendona, July 22; Luisians, Aug. 10.

*LLOYD SARAUDO: For Naples and Genoa-Tomas ill Savols, July 1: Principe de Piemont, July 26; B d' Italia, Aug. 23.

d' Haira, Aug. 20.
MERCHARTS LINE: (New York & Pacific S. S. Co., Lid.; For Panta Arenas, Coronel, Valparaiso, Antofagaeta, Ignique, Pinagua, Arlea, Mollendo, Callao, Salaverry, Eten and Guayaquil—Ramey, Jaile June. *MUNSON STEAMSHIP LINE: For Malaneas, Cardenas, Sagua and Catharien—Cubana, June Aug. 16. Paloma, July 5 and Aug. 2. Inne 21 Inle

"MUNSON STEAMSHIP LINE: For Nipe, Nnevitas, Gliora-Ollada, Jane 28 and July 26; Curityla, Jane 14. July 12 and Aug. 9.

*NATIONAL STEAM NAVIOATION CO.: For Pirarus, *NAVIOAZIONE GENERALE ITALIANA: For Naples aud Lieuon-Duca Degli Abruzzi, Jame 24; Duca d'Aosta, July 8; Duca di Genova, July 22; Duca Degli Abruzzi, Aug. 5.

Abrusil, Aug. 5.

NEW YORK & GUBA MAIL STEAMSRIP CO.: For Havana—Monteevy, June 22. Havana, June 21.

Havina, June 22. Saratoga, July 1: Espetama, July 6;

Havana, July 8: Morre Castle, July 13: Saratoga, July 15: Monteevy, July 20; Havana, July 20: Mexico, July 27: Saratoga, July 20: Mexico, July 27: Saratoga, July 28.

NEW YORK & CUBA MAIL STEAMSHIP CO.: For Progress and Vera Crux-Monterey, June 22: Mexico, June 29: Esperame, July 6. Morro Castle, July 13: Monterey, July 20: Mexico, July 27.

NEW YORK & CURA MAIL STEAMSHIP CO.: Guantanamo, Sautigo and Clenfuegos-Schere, June 28. Antilla, July 12; Yammel, July 26. For Santiago, Cicofuegos and Manrantillo—Yumuri, June 21, Santi-ago, July 5; Manzaulilo, July 18.

NEW YORK A CUBA MAIL STAMSHIP CO.: Per Tempice—Mayano, Jane 23; Viginacia, Jane 26; Yang Yang, Jane 26; Viginacia, Jane 26; 21; Viginacia, Jaly 28, Per Nasan-Paul 261, Jane 26; Segurance, Jaly 14; Viginacia, July 28, NEW YORK 26 DEMERARA STEAMSHIP LINE: For 81; Kitis, Gnadelenpe, Marinique, Harbadose and Demeriars—Usic, July 10.

NEW YORK & PORTO RICO S. S. CO.; Yor Just, Ponce and Mayagnes—Cosmo, June 24; e Ilna, Jaly 1; Seu Juan, July 8; Cosmo, Jaly Carolina, July 22; San Juan, July 29.

NEW YORK & SOUTH AMERICA STEAMSHIP LINE: For Bahia, Hianea, Valparaiso, loudque and Calino-Charlton Hall, July 24.

Charlton Hall, July 24.

"MORTH ORRMAN LLOYD S. S. CO.: For Breamen-Kaiser Wilhelm d. Grosse, June 29: Freins Fried. Wilhelm Jane 22; Kroug, Ceelle, June 27: Barbaross, Jane 29: Krougrins Wilhelm, July 4; Breens, Wilhelm, July 4; Breens, Wilhelm, July 4; Breens, Wilhelm, July 4; Breens, Wilhelm, July 47: Washington, July 47: Kroughta Ceellle, July 20: Prins Fried, Wilhelm, July 27.

*NORTH GERMAN LLOYD S. S. CO.: For Glienitar, Naples and Genon-Berlin, June 24: Princess Irobe, July 1: Keenig Albert, July 15: Fried. der Grosse, July 29.

Jany 29. NORTON LINE: For Montrildeo, Bucnos Ayres and Rosselo—Industry, June 29: Ikalis, July 10. PANAMA RAILROAD B. S. LINE: For Colon—Tensum, June 24: Advance, June 26: Colon, July 7: Alliance, July 13: Pensums, July 19: Advance, July 25: Colon, July 31, and a steamer about every six

PROENIX LINE: For Antwerp.-Rt. Andrew, June 28; Michigan, July 12, Manhattan, July 26. PRINCE LINE: For Blo de Janeiro, Santos, Montevidro,

Burnos Ayres and Rosarlo-Chinese Prince, July 10: a ateamer early Ang.

PRINCE LINE: For Pernambuco, Bahla, Rio de Jane-iro and Santos-Scotlish Prince, June 21: Asiatic Prince, July 25.

PRINCE LINE: For Caps Town, Algon Ray, En London, Port Natal and Delagon Ray - A stram

QUEBEC STEAMSHIP CO.: For Bermada -- Bermadlau, June 24, July 8, 19, 29 and Aug. 9. QUEBEC STEAMSHIP CO., LTD.: For Leeward a

Windward Islands and Demerara-Guiana, June 28; Korona, July 13; Parima, July 27; Guiana, Aug. 10. *RED CROSS LINE: For Halifax and St. Johns-Florizel, June 24, July 8 and 22: Stephano, July 1, 13 and 29.

RED "D" LINE: For La Guayra, Curacao and Mara-calbo-Zulla, July 12 and Aug. 9; Maracallo, June 28 and July 25.

RED "D" LINE: For San Jasu and Puerto Cabello Caracas, June 21, July 19 and Aug. 16, Philadelphia, July 5 and Aug. 2.

*RED STAR LINE: For Aniwerp.—Vederland, June 21: Finised, Jary 1: Kroonland, July 8: Lapland, July 15: Vaderland, July 22: Figland, July 29. Kroonland,

ROYAL MAIL STEAM PACKET CO.: For Bermuds and Antilla-June 17, July 1, 15 and 26.

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tice purts. Curacon and Paramerlho-Prics Williams. III, June 16, Pras Wilson I, June 16, Pras Wilson I, June 20, Prins Manual, July 14: Prins der Nederlanden, July 28; Oranje Nasana, Aug. II. ROYAL DUTCH WEST INDIA MAIL LINE: For Bar-bades and Demerara—Baramacca, July 17 and Aug. 14. Connename, July 3 and 31

ROYAL DUTCH WEST INDIA MAIL LINE: For Triu-idad and Paramaribo-Marowijne, June 26. July 27 idad and Pront and Aug. 21.

RUSSIAN EAST ASIATIC S. S. CO.: For Lib Birms. June 21; Kursk, July S: Lituenis, July Birms, Aug. 5.

*SCANDINAVIAN AMERICAN LINE: For Christian-sund, Christiania and Copenhagen-Helling Ofax, June 22. United States, July 6; Oscar 11, July 22; C. F. Platern, July 29. Tieigen, July 29.

*TRINIDAD SHIPPING AND TRADING CO., LTD.:
For Greasd and Trinidad—Cr. of Nararre, June 20.
Granda, June 27; Crown of Grenada, July 7; Maracas, July 18, Cr. of Nararre, July 28.

UNION CLAN LINE: For Cape Town, Algon Bay. End. London, Port Natal and Delagon Bay. Susquebauan, June 30: Clan Maclanes, July 10.

UNITED FRUIT COMPANY: For Kingston, Colon and Santa Marta-Zacapa, June 22: Almirante, June 29: Santa Marta, July 6: Metapan, July 13; Zacapa, July 39; Almirante, July 27.

UNITED STATES & AUSTRALASIA S. S. CO.: For Fremantic, Adelaide, Melbourna, Sydney and Bris-bane-Tamenfela, June 25. UNITED STATES & AUSTRALASIA S. S. CO .: Fee

UNITED STATES & CRINA-JAPAN S. S. LINE: Fed. Aden, Ningapore and Philippiers—Indrawadi, Aug.

UNITED TYSER LINE: For Melbourne, Sydney, A land, Wellington, Lyttellon and Dunedin—Capetegal, June 17; Tomonon, July 8,

UNITED TYSER LINE: For Fremantle, Adelaide, Mel-hourse. Sidney and Brisbane-A steamer July ---

*URANIUM STEAMSHIP CO. (successors to North West Transport Lines: For Bolteniam -- Campanello, June Transport Line: For Boiteriam Campanello, June 22 Cranium, July 6: Vulturno, July 20, Campanello, WEST COAST LIME: For Punta Arenas Coronel, Val-paraiso, Antufagasta, Iquique, Arica, Mollendo, Cal-iao Eten, etc., Manchester Inventor, June 30.

*WRITE STAR LINE For Southampton-Oceanie, June 21: 11/smple, June 28. Majestie, July 5: Adriatic, July 12: Oceanie, July 19. Olympic, July 26, Majestie, Aug. 2.

*WRITE STAR LINE: For Liverpool-Cedric, June 24: Halile, July 4: Celtle, July 8: Arabic, July 15: Ced-gic, July 22: Baltic, July 29: Celtle, Aug 3. WILSON LINE: For Hull-Francisco, June 24: Idabo. WHISON LINE: For business and Se-July 5; Marcingo, July 19.

"WHITE STAR LINE: For Gibraltar, Nucles and Ge-nos-Cretic, June 24 and Aug. 5.

From Philadelphia, Pa.

*ALLAN LINE: For St. John's, N. F., and Giasgow-dretorian, June 23; Mongoline, July 5; Carthaglu lau, July 22; Pretoriae, Aug. 5. *AMERICAN LINE: For Liverpool-Marion, June 24: Friedland, June 30: Dominion, July 8: Haverford, July 15: Merion, July 29: Friedland, Ang. 5. Reminion, Aug. 12.

ATLANTIC TRANSPORT LINE: For Havre and Lou-don-Munesota, June 24: Mentaga, July 7: Wary-land, July 19: Minnesota, Aug. 5. COSMOPOLITAN LINE: Service is discontinued.

*HAMBURG-AMERICAN LINE: For Hamburg-Prin Adalbert, June 21: Graf Wa'dersee, July 7: Prin Oskar, July 19: Prina Adalbert, Aug 2.

ROLLAND AMERICA LINE: For Rotterdum-Mastenedyk, June 27: Zyldyk, July 11, Socatdyk, July 25: Mastenedyk, Aug. 8.

*ITALIA LINE: For Genoa and Naples-Verona, June 17, Taormina, July 5; Aucona, July 18; Verona, Ang 2; Verona, Sept. 8. PHILADELPHIA MANCHESTER LINE: For Manches

ter-Munch, Miller, abent June 20, Manch, Mariner about July 11; Manch, Spinner, about July 25 Manch, Miller, about Ang. 8,

PHILADELPHIA-TRANSATLANTIC LINE: For Lon-don-Engle Polet, June 17; Crown Point, about July 1; East Point, about July 19; Engle Point, about

*RED STAR LINE: For Autworp-Maniton, June 23: Marquette, July 7; Menominee, July 21; Maniton, Ang. 4.

(Continued on page 38.)

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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.-Continued from page 36. See notice at head of Page 35.

(Confineed from page 36.) SCANDINAVIAN-AMERICAN LINE: For Christiania and Copedingon Louisians, about June 10; A steamer about July 15.

UNITED FRUIT CO: For Port Antonio-Every al-

From Boston, Mass.

ALLAN LINE: For Glasgos -Numbliss, June 28 Parisian, July 7; Numbliss, July 21, Parisian, Aug. 5. *CUNARD LIME: For Liver, and Francoula, June 27; Iverda, Jay 11: Francoula, July 25; Iverda, Aug. 8; Francoula, A.g. 22.

HOLLAND-AMERICA LINE: For Rotterdom-Muni-tensdyk, June 21; Zyldyk, July 5; Souldyk, July 19; Manclensdyk, Aug. 2.

LINE: For 1 lverpos,-1 evenian, June 17; June 21, Win feed on, July 1. "LEYLAND LINE:

LEYLAND LINE: For Munchester-Horiza, June 21: NAVIOAZIONE GENERALE ITALIANA. For Naides *RED STAR LINE: For Antwerp.-Marquette, June 20, Memorature, July 13; Manifon, July 27; Mar-mette, Aug. 10.

quette, Aug. 10.
SCANDIRAVIAN-AMERICAN LIME: For Christiania
and Copenhagen—A steamer atom July 15.
UNITED FRUIT CO: For Port Automic, Jamaica—
Kivey, attenuate Weshresday.

UNITED FRUIT CO.: For Port Limon-Every Priday. WARREN LINE: For Liverpool—Sagamore, June 22; Michigan, July 13; Sagamore, Aug. 3. *WHITE STAR LINE: For dibraiter, Naples and Genos-Unapore, July 1; Romanic, July 13.

*WHITE STAR LIME: For Hyrepool - Zeeland, June 20; Cymric, July 3; Zeeland, July 17; Cymric, July 31. WILSON & FUNNESS-LEYLAND LINE: For Leadon—Cambrian, Jone 21: A steamer July 7 and 21.
WILSON LINE: For Hull-Rimido, about July 8, Fewerisco, about July 20.

From Baltimore, Md.

ATLANTIC TRANSPORT LINE: For Havre-Phila despitate, about June 23; Macklines, about July 21. ATLANTIC TRANSPORT LINE: For London-Vinne-sola, June 29, Montane, about July 7; a stranger about July 25.

DONALDSON LINE: For Glasgow Almora, abt. Ja'y 1. FURNESS LINE: For Leith-A stranger about July 15. *HAMBURG-AMERICAN LINE: For Hamburg-Rui-garia, June 24. Bethunia, July S. Rosnia, July 22: Pretoria, Aug. 6.

JOHNSTON LINE: For Liverpool--l'istermore, July 1: Templemore, July 15: Vedamore, July 28, LORD LINE: For Cardiff, Dub'in and Belfast-Lord Bufferly, late June.

MUNSON LINE: For Colon-A stenner sheat June 20 and any to.

MEPTUNE LINE: For Rotterskin-Ameleidyk, June
24. Andyk, July 5; Noterskik, July 22; Gorredyk,
July 29; Amsteldyk, Aug. 5; Zyldyk, Aug. 23. NORTH

R GERMAN LLOYD; For Bremen Cased, 21; Fr. der Gresse, June 28; Brandenburg, July bein, July 10; Main, July 26; Cased, Aug. 2; SCANDINAVIAN-AMERICAN LINE: For Christian's and Coprollagen - Louisiana, about June 22: a sleamer

RED STAR LINE: For Antwerp-Philadelphian, June 21; Montana, July 7; Markinaw, July 21. UNITED FRUIT CO: For Port Antonio - A steamer every Wednesday, 16 a. m.

From Norfolk and Newport News. CHESAPEARE & OHIO S. S. CO., LTD. (Verginia Line). For Liverpool - Cynthiann, about June 25. Por Lendon, Montauk Point, about July 5; Allegiany, about July 20.

DONALDSON LINE: For Glasgow-Almera, abl. July

HAMBURG-AMERICAN LINE: For Humburg Ful-uaria, June 20, Schwenburg, July 20, MOLLAND-AMERICA LINE: For Aussterdam and Bott-ridate Aussteldyk, June 17, Andyk, July 8, NORWAY-MERICO GUIL LINE: For Hurana, Purrie

From Galveston, Texas.

ATLANTIC AND MEXICAN GUIF 8. S. CO.: For Vers.

Craz. Puerto. Mexico. Minatillan and Progress.

Sixth of each month, AUSTRO-AMERICANA LINE: For Its redons, Venice, Trieste and Figure A steumer about July 15, 1800TH LINE: For Liverpood— CREGLE LINE: For Enry-dead, Hersen, Legherm and

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HAMBURO-AMERICAN LINE: For Hauding Ment thing and of June, Boltz, early July. HARRISON LINE: Our Liverney -- livertor, about TARRENAGA TIME. Con Mancheston.

LA COTONIERA LINE: For Nambes and times
NEW YORK & PORTO BIOO S. S. CO.: For Perse
Litera-Colorado, about July 3 and 24. NORTH GERMAN LLOYD B. S. CO.: For Brown b-NORWAY-MEXICO OULF LINE: For Stavanger, Chris-Copentagen and Goth; Texas, about and 20

SOUTHERN S. S. & BANANA CO.: For Prosings TEXAS S. B. & RANANA CO.: For Cellar-A strainer

UNITED STEAMSHIP LINE: For Havana-Steams I UNITED STEAMSHIP LINE: For Santage de tada and Kingston—Str. Progress, 15th of each month: UNITED STEAMSHIP LINE: For Matanage, Manganijisani Clerkjurgens—Stromer (a) of each month of the month.

WOLVIN LINE: For Tampies, Vern Crack and Paeria Mexica - A steamer (from Texas City) aloud every

From New Orleans, La.

ATLANTIC & MEXICAN SULF S. B. Co.: For Vera
Cris., Partic Mexico, Minalitian and Progress—Pirel
of early mouth.

AUSTRO-AMERICANA. For Victore and Triesto-Hermine, about June 50.

RECKER'S CREOLE LINE: For Marselles, Genco. van Nolles, stout June 21. Lora Raitea, about July 10

COMPAGNIE OENERALE TRANSATLANTIQUE: For Havre and Dunkirk—Childerale, about June 27; Gua tennala, about July 7; Louisiane, about July 26. FOLCH-PINILLOS LINE: For Operte and Barcelona-Pie IN, about Ju) 2; Miguel M. Pinillos, about

GANS STEAMSHIP LIME: For Hotterhan-Jukula, about July 1: Pelbam, about July 10; A scenner about July 25. HAMBURG-AMERICAN LINE: For Hamburg- Vic-torian and Adelle id, fast bull June: Athana, early

torian and Adelleid, Inct. July: Atlantic, late July. HARRISON LINE: For Liverpool Mechanician, 28, Logician, July 5; Commodore, July 10; En, July 15, Barrister, July 20; Wanderer July 30. HEAD LINE: For Helfust and Dublin-Tory Head.

LA COTONIERA LINE: States ldg, for Genou and LAMPORT & HOLT LINE: For Antworpe-Horace, July 5; linter-tie, about July 15; Homer, about

TEXT AND LINE: For Manchester-LEYLAND LINE: For Harpe-LEYLAND LINE: For Liverpool—Cestrian, June 30 Belgian, July 15; Merelan, July 25.

LEYLAND LINE: &or Bremen—Armenian, along

LEYLAND LINE: For London Oceanin, July 5. Alexandrian, July 8; Median, July 25. MACLAY-PRENTICE LINE: For Glasgow - A sime

MONTES LINE: For Progress-Steamer story 10 days MODDAN TIME: For Havens Semi-workly. NEW YORK & PORTO RICO S. S. CO.: For Ports Rico-Coroni, June 21. Ossabew, June 25; Musea

NORWAY MEXICO OULF LINE: For Stateged. Circlettein, Gothenburg and Copenhagen-Nordkyn, about July S. Texas, about July 31.

PEIRCE-COTONIERA LINE: For Barrelonia, Genou and Naples-Dimestuare, late June,
PINILLOS LINE: See "Folch Pinilles Line."

PRINCE LINE: For Brown-Spanish Prince, about July 5: A stemmer about July 31. SOUTH ATLANTIC S. B. CO.: Simrs. 'dg. for London and Hell.

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and Cleatespow A strange 28th of each mouth.

UNITED STEAMSHIP CO.: For Santiago de Cula an's
kingston—A stranger lith of each mouth

VOOEMANN LINE Start, log. for Rollerlam, Daulsh works, Bordesex and Celte.
Wolvin Line: For Vera Cruz and Tamples Stor about 1st, bith and 2sth of each meath



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TIME TABLE

WEST INDIES MAIN LINE	ROUI	E (F	rom	Pier 42,	N.	K., 1	Morton	St.)	
NEW YORK	Sut.	July	22	Aug.	3	Aug.	19	Sept.	2
Antilla (Nipe Bay, Cuba), Lv.	West.		26	**	13	4.6	23	4.0	- 6
Kingston (Jamalea) Lv.	Fri.	84	28	64	3.1	**	200	46	4
'olon	2511.81	84	200	**	133	46	27	94	16
ColonLv.	Tites.	Aug.	1	44	15	44	29	44	13
CartagenaLv.	West	**	- 9	**	111		7569	44	12
avanilla (P'to Colombia), Lv.	Thurs	**	3	**	17	**	33	40	31
Tto Cabello	Sut.	**	5	**	176	Sept	. 12	**	11
	Tues	41	- 4	44	1919	**	5	**	15
Itariados Lv.	West.	**	59	40	21	88	C	**	28
berliourgArr.	Meets.	84	21	Sent.	4	**	35	Oct.	-
SOUTHAMPTONArr.	Mon.	94	21	44	- 4	**	15	44	:

 Connecting at Barbados with Company's Intercolonial services for Demerars, Vincent, Grenada, St. Lucis, Montserrat, Guadeloupe, Dominica, Antigus, Nevis St. Kitts, †Connecting with service for Bermuda every alternate Frieday. LUXURIOUS PASSENGER ACCOMMODATIONS

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by Transi	tlant	e L	nes					
SOUTHAMPTON and Cherbourg, Lv.		-		-	Aug	. 4		
*LiverpoolLv.	July	21	July			mm	Aug	341
Liverpool Lv. La Rochelle (Pallice) Lv.			4.0	30			44	13
Cornna			84	31			14	14
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Madeira Lv.	44	2963				50		
St. Vincent (C. de V.)Lv.	**	253	44	7			44	21
PernambacoLv.	Aur	3				17	84	130
BablaLv.	41	Ä			10	15	0.0	+17
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SantosLr.	94					99	**	21
Monte Video	94	11		10	60	447	Sont	
Ruenos AiresLr.	44	12		-	**	26	rept.	_

* Steamers from Liverpool proceed to the following ports after leaving Buenes Acres: Port Stanley, Punta Arenas, Coronel, Talcalmano, Valparaiso, Coquimbo, Antofagasta, Juqiupe, Arica, Mollendo and Callao.

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Vol. X

JULY 15, 1911.

No. 3



DON'T SEND A SALESMAN LIKE THIS AFTER FOREIGN TRADE.

(See article on pages 13 and 14.)



The "EXPORTERS' REVIEW" is furnished to all subscribers to the Exporters' Encyclopedia. It is a vital part of the Encyclopedia, as it contains the "correction notes" which keep that work up-to-date and absolutely correct. The Encyclopedia is a complete export shipping guide.

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NEW YORK, JULY 16, 1911.

THE AMERICAN SALESMAN ABROAD

OUR cartoon this month is based on the statements made in an article in this issue by a well known export manager, whose acquaintance with Latin-American buyers is very extensive. Many instances have come under his personal notice in the past several years where profitable markets for Americgoods have been lost because of the manner in which inexperienced American salesmen have approached the buyers in Latin-America. It should be always borne in mind that our way of doing business differs from that of the Spanish-speaking races, who have a natural born aversion to brusqueness, and who expect the same politeness in business that prevails among themselves. American salesmen must adopt methods in accordance with the ideas of their foreign customers if they wish to get the trade.

RECORD FOREIGN TRADE.

HE foreign trade of the United States for the fiscal year ended June 30 reached the wholly unprecidented total of \$3,576/76,480, consisting of exports of \$2,048/61,392 and imports of \$1,527,985,688. The balance of exports was thus \$5,007,05,04, or \$333,594,955 better than a year ago, though not equal to the corresponding figure of 1958, when exceptional conditions prevailed. The year's exports were much the heaviest ever recorded.

About half the increase in exports was in food potentially and contributing most, as the quantity exported was large and the price high. Exports of manufactured goods, however, showed large increases, although domestic production in most lines has decreased. This shows that manufacturers are at last waking up to the benefits to be derived from export trade, particularly in times of depressin at home.

IMPROVED CONDITIONS IN EUROPE

A CCORDING to A. W. Burchard, of the General Electric Company, who recently returned after a two months' trip through Europe, present conditionthere show a great improvement over the last few years. "England," says Mr. Burchard, "is beginning to realize that she has been resting on her laurels and is waking up. France is not subject to much change and is steady. Germany, however, is the coming European country, if not already the most perfect in industrial Europe. Germany to-day has a system of cooperation between the Government, the banks and the industries that is well nigh perfect. Her goods are varied and she supplies Europe, including England, France, Italy, Spain and Holland, Germany's salesmen are recognized the world over as the best. They are aggressive, learn the language of their customers, and are always seeking new markets. Germany is proving a great rival of the United States abroad,

GROWTH OF TIN PLATE INDUSTRY

T HE rapid growth of new industries in the United States is shown by the following figures in regard to the production of American tin plate:

In 18/9, imports were 18,2,000,000 pounds, and they increased steadily until 18/91, when they exceeded 1,000,000,000 pounds. In 18/91, production in the United States amounted to 2,250,000 pounds. In 18/92 it amounted to 42,000,000 pounds, and in 19/94, the last year for which complete figures are available, production of tin plate in the United States had expanded to 1,721,000,000 pounds.

The srst figures showing exports of tin plate for (18/8, amounting to only 20/827 pounds. In the following year they had increased to 20/000 pounds, and shipments to non-contiguous territory of the United States to 34/500,000 pounds. For 11 months of the last fical year total shipments from the United States to 34/50,000 pounds, and imports, which 20 years before had exceeded 1,000,000,000 pounds, had dwindled to 01-557,8%.

TERMINAL FACILITIES OF NEW YORK

THE enactment of the so-called Cullen bills, which have passed both houses of the Legislature at Allany, means that the local authorities will have it in their power to make the port of New York the best, most improved and greatest in the world. Under the direction of the Board of Estimate and Apportionment the Dock Department may create terminals, and operate them if necessary, as distinct from mere dock improvements, to which the city has heretofore been limited in its construction. This is in conformity with the general practice throughout the world at large seaports.

Crude Business Methods Hurt Export Trade

The following article by Mr. Harry Low, export manager of the Patton Paint Company, one of the largest numberaries of paint in the world, points on some reasons why many American Patton Paint Co., Mr. Low was the proprietor of the Allis Copper Stamp Works, namafacturers and designers of printing plates for stamping cotton goods for export. Probably 50 per cent. och be Irade-mark ("clops") used in the Far Earlier Irade were designed by Mr. Copper and the Patton Paint of the Patton Patto



NE of the known wonders of the world is the apathy and ignorance shown by American manufacturers toward finding an outlet in foreign fields for their products. Men who have made a success, as understood by them, in their domestic business will not stir them-

selves to get trade that would keep their men and machinery busy throughout the year if they made a study of foreign conditions. The same class of individuals are perfectly content to accept business at a

reduced rate at certain seasons of the year, often at a loss, to keep their skilled staff of operatives around them. Their salesmen are on the road eating their heads off and no alarm is felt. Change the scene -somebody has put a germ in their minds re export and they conclude to start in Some man working for the firm is selected to take a trip, say, through South and Central America. He starts without any preparatory training, loaded with samples, which, in nine cases out of ten, are not suited to the requirements of the intended territory, backed up with advertising matter in English and imbued with the idea that he is going to wake up and astonish those "dagoes" (we always designate a foreigner either as a "dago" or a Dutch-

After this unfortunate starts portance among his fellow pashis troubles begin. His im-

sengers is well noted. He has a savage desire to tell any and all that the United States is the greatest country on earth and can lick anything that walks, swims or flies. The conservative Spanish-speaking passengers are first anused, then disgusted, and the drummer has started to make enemies for both himself and his firm, incidentally hurring American interests generally.

If a manufacturer had but an elementary idea of

the habits, culture and requirements of people in our natural market, Latin-America, more care would be taken. In making his selection of a representative he picks out a man who has been successful in country towns where blnf, buncoism and lack of gentlemanly traits are not especially noticed. Asked if his representative speaks Spanish, and whether he knows anything about international banking, or has the necessary knowledge of export matters to talk intelligently to his prospective buyers, he answers airly, "Ohl Jack's a hummer; he'll show those "dagoes" what business is."

Every export commission house has order forms upon which appear specific instructions as to routing, marking billing, etc. These the manufacturer haughtily ignores, string with great satisfaction that he has never been accustomed to that style of doing things and guesses he won't begin now!

The commission man outranks Job of ancient memory in patience, and has cternally before his mind's eye the biblical statement, "Blessed are the meck for they shall see the Kingdom of Heaven," while under his breath he wishes the, shipper in another place.

With a real bold manufacturer, he makes up his mind to sell direct, having his clerks make out all necessary documents. Usually the goods miss the steamer for which they were intended, the weights and measurements are wrougly given, a fine is levied at the port of destination and the

shipper is firmly convinced that all foreigners are thieves and drops his attempts to get export business, becoming a grouch. The same spirit—born of ignorance—prevails among a manufacturer's employees of this—class, who, instead of being imbned with the necessity of making a study of export requirements, leok inport the buyer's instructions as a sure sign of iusanity. These statements are not overdrawn, as scores of export managers know who have had tenacity of



MR. HARRY LOVE,
Export Manager of the Patlon Paint Co.,
New York.

character enough to fight the battle out to a successful

At the present time factories all over this country are short of orders, the owners are reducing their working staffs, trying in a crude commercial way to cut down expenses, forgetting that the lopping off of a lew workmen's heads does not remove their fixed charges, which hang to their business like barnacies to a ship's bottom. They have eyes which see not, ears that are deaf to export advice and they awander along in their own willul way, reaping the harvest.

Manufacturers intending to follow up export trade closely should first send a good man who knows something about export requirements to the territory selected for exploitation; not to sell goods on the initial trip, but to interview merchants, finding out what they need, sending samples of what is needed to the home office, so that a line that will fill requirements can be prepared for his second trip. It is no use going to this expense unless the employer has full confidence in his representative. To get his advices, culled on the ground, and then work your own sweet will is a piece of insanity that is being practised daily.

One cannot hope to get such a man if he is expected to carry other lines, each one on commission, he paying his own expenses. Brains demand and receive full value at all times and will not enter a fold where parsimony runs rampant. A foreign traveling man earns every dollar he receives and is entitled to every possible comfort in return for his hardships while blazing

the trail of American commerce.

To the unthinking and ignorant it is a common idea that England is old and decrepti and that the mantle of greatness is now being worn along trade lines by ourselves. The earnest American business man has no sympathy with such hot air explosions. While our trade has been growing less during the past two years that of England has increased enormously, this being brought about by her technical knowledge of foreign requirements, together with the world-while reputation that her manufacturers enjoy for honest dealing and the strict fulfillument of all conditions agreed to by their foreign representative. The following appeared in the New York Nansome time ago, which shows Englands strong financial strength in her colonies and in foreign countries:

'The amount of British capital invested in the Colonies and foreign countries amounts in round numbers to £3,500,000,000. Much of this money was the product of industry and thrift, and no small portion was due to turning the savings over through interest on, and returns from, loans. And yet Great Britain and Ireland are dependent upon the rest of the world for their food supply from month to month, almost from day to day. In the three years since 1907 Great Britain has made new investments of £515,000,000 in the Colonies and foreign countries. There is no country in the world with an organized government that does not owe money to British investors; no country that would not be backward in developing its resources but for the aid extended by them. Most of the new capital, as most of the old, was raised for railway construction; but much went and is going into banking, telegraphs, telephones, rubber, nitrate, tea, coffee, oil and industrial ventures generally. The vast sum of £688,000,000 is invested in the United States, nearly £600,000,000 in railway securities. Australasia has drawn on the mother country for £380,050,000, and Canada uses £372,541,000 of her money; South Africa, £351,368,000; India and Ceylon, £365,390,000. The total of Birtish capital employed in developing the resources of the Colonies is f1,54,000,000. In Argentian no less than £56,000,000 is Menbarked in Brazil, £3,000,000 is Menbarked in Brazil, £3,000,000 is Menbarked in Brazil, £3,000,000 is Menbarked in Brazil £3,000,000 is Menbarked in Japan is £3,000,000 on which £3,000,000 was supplied for war purposes. Clina is using £56,80,000 and £4,000,000 has been furnished to Egypt. The total for all foreign countries is £16,800,000, of which 42 per cent. represents money working for British capitalists in the United States."

There is an ever present danger to American shippers through lack of knowledge respecting the protection of their trade marks in foreign countries. In many countries, the inholdular of firm registering a given mark is the owner thereof. For instance, suppose a merchant or manufacturer were slipping to the Argentin Republic, with success, and had not registered his trade mark prior to the first slipment; any native there who had sufficient money to register same could keyy a toll on the American shipper. If this was refused, the one who had registered the mark could prevent business being done under the mark in question, unless paid outright for his priority interests in same, or a commission arrangement made.

Some countries, before issuing trade mark registration certificates, demand proof that the mark has been registered in the country from whence the goods came. Others do not. The only safe way is to register trade marks covering goods suitable for any given market before introducing them. There are many cases on record where salesmen have procured indents, the buyer registering the trade mark, getting the necessary information from advertising matter left but seller. In some cases labels have to be printed in the language of the country where the goods are manufactured, although differing from that

When trading with the Far and Near East great care must be taken that no trade mark shall be the picture of a sacred animal or, with the Chinese, anything that means

bad "Joss,"

The trade marks ordinarily used by American mannfacturers, such as Indian names, variations on the names of the manufacturer himself or of the city in which the goods are made, are uninelligible and herefore not interesting to, or easily remembered by, the evenual basers in foreign countries, and as a large part of the regular export staples are imported for sale to the uniturored masses, who bny largely by "trade mark," it is advisable to have a mark that will be easily remembered and one that appeals to the ideas of the ultimate consumer. Once a mark has become popular it is almost impossible for any other mark to oust it. Many well-known trade marks in the Far East are to-day worth fortunes.

The knowledge necessary to sidestep these and other pirfalls is only acquired after careful study. In conclusion it may be stated that we need all the foreign markets we can get and to gain that end manufacturers must first learn the endiments of export work, hire good men for foreign travel, place confidence in them, pack goods properly, send every order of like quality and stop all efforts at the game of "film-flain." Keep in mind that there is less financial risk when shipping abroad than there is when operating along domestic lines. Don't weep when you see your goods going aboard ship; they are not lost to you forever, provided you or your export manager know your business; if you do, you will leave your export manager alone. The profits will surely make their appearance in due time.



Australia, South Africa, Argentina and Far East



HE firm of Bowring & Company is a very old one, having been established in New York exactly fifty years ago. They have, however, for a very much longer period than this, been connected with the shipping trade in England, where they have offices at Liverpool, London and Cardiff, and their

house in St. Johns Newfoundland, is celebrating its one-hundredth anniversary this year. The resident directors of Bowring & Company are Chas. W. Bowring.

L. B. Stoddart and L. L. Richards. In addition to being New York Agents for the Red Cross Line for Halifax, Nova Scotia and St. Johns, Newfoundland, and for the Bibby & Henderson Lines, (operating between Liverpool and ports in India), Bowring & Company also do quite an extensive export business, chiefly in Australia, New Zealand, South Africa, the Argentine Republic, the Philippine Islands and Newfoundland.

The export department of this house was started on January t, 1903, and is at present in charge of Mr. C. A. Richards, who has had many years' experience in the export business. In the fall of 1908 Mr. Richards left New York on a sixteen months' trip through Australia and New Zealand, for the purpose of becoming better acquainted with their many clients in those countries, and also to establish agencies in the various Australian and New Zealand cities. In 1906 Howring & Company succeeded to the extensive business which had been done for a quarter of a century in Australia and New Zealand by R. W. Forbes & Sons, among the earliest pioneers in the

trade Bowring & Company are represented in Australia and New Zealand by Gollin & Company, Ppy. Ltd. whose head office in Australia is in Melbourne, with branches at Sydney, Adelaide and Brisbane. In New Zealand, Gollin & Company's head office is in Wellington, and they have branches in Christchurch, Auckland and Dunedin. This firm keeps travelers on the road all the time pushing the sale of American goods, which are very popular in Australia and

New Zealand. Almost anything that sells in this country is suitable to the Australian market and the import tariff there is only slightly favorable to British products. The purchasing power of the population is large, as the country is prosperous and is being rapidly developed.

Bowring & Company do a general commission business, acting as sole American buyers for some of the largest firms in Australia and New Zealand, and their reputation for honesty and fair dealing is rapidly increasing the number of their clients in these countries,

In South Africa, Bowring & Company employ a traveler, who makes a complete tour of all the South African cities at least twice a year, and the volume of business with that section is increasing rapidly. There is a good, steady demand in South Africa for American boots and shoes, agricultural and mining machinery, builders' and general hardware, household ntensils, stoves, ranges, etc. Bowring & Company are repre-

sented in the Argentine by Messrs. Horacio Mackinley & Company, whose offices are at La Valle, 477. Buenos Aires, Shipments to the Argentine comprise agricultural machinery, railroad supplies, general hardware, stoves, ranges, typewriters and office supplies of all kinds, kerosene and lubricating oils etc.

The Export Sales Company is a subsidiary company of Bowring & Company, and was formed this year, for the purpose of acting as a sort of co-operative salesman for American manufacturers. Travelers are sent throughout the mar-kets of Australia, New Zealand, Argentine and South Africa with samples of the lines manufactured

by the concerns that have arranged with the Export Sales Company for such representation, and this service is rendered at less cost than it could be done for by the individual manufacturer, An interesting feature of the business transacted by Bowring & Company is that of seal fishing. This end of the business is carried on by Bowring Brothers, Ltd., St. Johns, Newfoundland, who own a fleet of specially designed steamers, capable of navigating in the immense (Continued on page 26.)



MR. C. A. RICHARDS, Manager of the Export and Import Commission Dept. of Bowring & Company.

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Cause of Increased Freight Rates to Argentina

Owing to the delays in the discharge of cargo at Buenos Aires, because of inadequate docking facilities there, freight rates from New York have recently been advanced fifty per exert, and shippers, not knowing the reason for the advance, are complaining. According to a well known steamoish authority, owing to the congestion on the docks in Buenos Aires, steamers have in many instances had to wait at great expense for over twenty days after arrival before being allotted a discharging berth, and even then, owing to the congested state of the customs deposits, have been unable to discharge more than 80 to 10 tons per day instead of 60 or 80s tons. Streamship owners have also been compelled to purchase or hire, at great cost, lighters in which to discharge their cargoes in an attempt to minimize the delays, but this expedient has proved of little avail owing to the congested state of the customs deposits.

Rules Governing Transportation of Dangerous Articles

The Interstate Commerce Commission has issued regulations for the transportation of daugerous articles other than explosives, which will take effect October 1, 1911. The articles coming under these regulations are divided into the following groups: (1) Porbidden articles, (2) inflammable Inquids, (3) inflammable solids, (4) oxidizing materials, (5) corrosive liquids, (6) compressed gases.

It is noted in the report that specific. — as to containers, methods of packing for shipmant; rec, wh. ac considered and prescribed from time to time. Orders prescribing such specifications will be given effective dates as conditions and investigations may appear to warrant. These regulations are subject to annealment whenever new developments or information demonstrate advisability of amendment.

Ocean-Going Steamers Must Have Wireless

Ocean-going vessels trading to and from United States ports and carrying more than fifty passengers are now liable to a fine of \$5,000 unless they are equipped with a wireless telegraph apparatus capable of transmitting messages to a diskance of not less than too miles and manned by an operator carrying a certificate issued by this or a foreign government, Regulations governing wireless equipment have been issued by the Commissioner of Navigation. Three impsectors, in charge of the Atlantic, Middle Atlantic and Pacific divisions, and collectors of customs are authorized to enforce the law. To secure certificates, wireless operators must pass examinations at one of the Government many pards or many alsations. The regulations require that sufficient current for the operation of wireless apparatus shall be furnished at all times while a vessel is under way.

Exports from New York Show Large Increase

The annual statement issued by Collector Loch of the New York Custon House shows an increase in domestie exports of all kinds through the port of New York of \$1,200,000 during the fiscal year from July 1, 1910, to June 20, 1911. The total exports anomated to \$757,247,393. The imports of the same period, however, showed a decrease of \$48,222,200, Southern Atlantic ports having made proportionate gams.

Will Handle Automobile Exports Exclusively

Articles of incorporation were filed recently at Lausing, Mich, for General Moora Espert Company, with headquarters in New York City. The purpose of the company is to handle the entire export trade of all the consistent companies forming the General Mooras Company. A comprehensive sales organization will be effected to handle the business throughout the world with the exception of the United States, Canada and Mexico. It is not the intention to establish large branch houses in foreign countries. One of the prime objects of the company is to establish foreign selling arrangements so that the actual user of the ear abroad may enjoy the same service and have back of him the responsibility of the manufacturer, as is now the case in domestic trade. To this end, headquarters will immediately be established in England and on the Continent, as well as in the Laim-American countries.

Increased Exports of American Machinery

Machinery of various types constitutes practically one-half of the total of iron and steel exports, the figures for the tea months ending with April 30, 1011, being about \$0,000,000, against \$65,000,000 in the corresponding period one year ago and \$5,500,000 in the like period two years ago. Typewriters, sewing machinery, engines pumps and pumping machinery, ending machinery, engines, pumps and pumping machinery, windmills, printing presses, eath registers, sugar mill machinery and wood-working machinery are the principal machinery items. Exports of typewriters in the ten month amounted to \$\$6,000,000, against \$\$5,000,000 in the corresponding period two years ago; sewing machines over \$\$7,000,000, against \$\$1,000,000 in the corresponding period two years ago; against \$\$5,000,000 in the corresponding period two years ago.

Heavy International Demand for Steel Rails

At the beginning of this month it was estimated that interrational steel rail contracts calling for about 10,000 to 10m steel yet to be placed, mainly for Australia, and there is a possibility that some of this business may come to the United State Competition in the international field is extremely keen, especially with German mills, which are most aggressive.

Quick Time Promised, via Colon, to Valparaiso

Early in August the Peruvian Steamship Company proposes to stablish a fortinghiby fast service between Panama and Vaharaiso that will make the voyage in 10 days under the 6-day quararnitin regulations now in force between Callao and Panama, and when a 4-day limit can be given them the company proposas to reduce the time to Valparaiso to 8 days. Early in 1021 the crimany intends to give a weekly fast service. This will reduce the time from Valparaiso to New York to 13 to 14 days either way.

American Seed Corn for German S. W. Africa.

The German Government recently ordered ,2000 pounds of Wisconsin pedigree seed corn from the Wisconsin Agricultural Experiment Association for distribution among the German colonies in South Africa. Nearly \$200,000 worth of this pedigree seed corn has been sold by the experiment station during the last year.

SOUTH AND CENTRAL AMERICA. ETC.

Our Exports to Brazil Make Large Gains

The value of American exports to Brazil in 1910 exceeded those of any previous year. That they were greater in volume is not altogether certain, except in some specific cases. The increase of about \$8,000,000 over 1000 is accounted for largely by increases in the following classes of goods, the approximate value given: Iron and steel for use in manufacturing, a slight increase; lumber, \$400,000; turpentine, \$90,000; coal, \$125,000; leather, in which there was a large general gain, \$180,000; arms and ammunition, \$460,000; automobiles, \$70,000; railway cars, slight gain from the United States, though a large general increase; c. pper wire and other copper manufactures, \$100,000; cutlery, \$110,000; iron wire, \$190,000; nails, screws and heavy construction material in iron and steel, a small increase; electrical machinery and apparatus, \$460,000; locomotives, slight gain; industrial machinery, \$100,000; agricultural machinery, \$120,000; furniture, \$50,000; boots and shoes, \$50,000; clocks, more than doubled; watches, good increase; gasoline, \$125,000; kerosene, \$150,000; rubber manufactures, more than doubled; flour, about \$1,000,000.

Uruguay Removes Duty on Agricultural Machinery

The following articles of agricultural machinery (and parts for their repair) imported into Uruguay, are now exempt from myor; duties as will as from the additional tax for the construction of the port of Montevideo. Steel plonglis, with or without motors; seed drills; harrows and rakes; mowers; respers; harvesters; threshers; maine shellers; baling presses for fodder; grain crushers and soourers; crushing mills; chaff cutters; morters for two with the agricultural machines specified above. Naphtha for agricultural purposes; and the seeds of forage plants, are also exempted from the duties referred to above.

Most Extensive Venezuelan Concession Ever Granted

The Venezuelan Government has recently signed a contract with a native river and costa navigation company that is the most extensive in the history of the country. It accords to the company the privilege of navigation for 50 years of all rivers and lakes in the Republic, and the exploitation and colonization of the entire Annaon territory with a preference of the mining claims and the rich rubber country. It also gives the company the salt monopoly for five years. The company in return agrees to form a \$1000-0000 corporation. Foreign cantifalists have already commenced negotiations to obtain a transfer of the contract.

Improved Steamship Service to Demerara

The Trinidad Shipinia & Trading Company has altered the interacty of their stemens in order to give, an improved service between New York and Demerara. Two of the four steamers employed on the line will run to Trinidad and Demerara only, the other two hosts taking in Greuarda and Trinidad. Sailings by the Trinidad Line are now every ten days, with the everytion of every fourth trip, which is made sever days after the precious sailing. The time from New York to Demecrara (Georgelowan) under the new arrangement will be about tru days. The direct service of the Tripidad Line to Demecran was surred less than a yor argument of two records of the Sailings of the Saili

Chilean Importers Establish New York Office

The Chilean firm of Morrison & Company opened offices early this month at 17 State street, New York, for the purpose of purchasing American goods suitable for the Chilean market. The firm was established in 1845 and has offices in Chile at Valparaiso, Santiago, Concepcion, Talcahuano, San Felipe and Los Andes. The London office of the concern is at 5 Budge Row, Cannon street, E. C., and plans are on foot for establishing an office in some manufacturing center in Germany, Mr. Ramon Vidal, who, with Mr. Luis I. Muñoz, came to the United States to establish the New York office, will sail for Europe on August 2 to investigate the German situation, leaving the office here in permanent charge of Mr. Chas. Henry Lee, who has been connected with the Valparaiso office for the past several years. Mr. Lee was formerly with a well known New York export house and is thoroughly familiar with American goods and methods.

Morrison & Company are contractors to the Chilean Navy, the State Railways, and the mercantile marine, and are therefore interested largely in engineering supplies. They are also large interested largely in engineering supplies. They are also large interested largely in engineering supplies. They are also large to the the bouse are The London & River Place Bank, Ltd., of London, New York and Paris; the Deutsche Uchersecische Bank, of Berlin and Hamburg; Glyn, Mills, Currie & Co., of London, and Banco A. Edwards & Co. of Valunarisio.

Prince Line to Increase River Plate Service

The successful launching of the steamship Siames Prince took place on June 28, at Sunderland, England. This steamer makes the third to be launched of four fast passenger and cargo steamers building specially for the Prince Line New Vork to River Plate service. They are equipped with the latest devices for the safe and quick handling of cargo, and are Keoo tong deadweight. The fourth steamer to be launched will be the "Japanese Prince," July 14.

With these four steamers, viz. "Burmese Prince," "Chinese Prince," "Silmese Prince," and "Japanese Prince," together with another still building, and steamers of the "African Prince" type now in the trade, the Prince Line intends to inaugurate a fortnightly service from New York to River Plate, commencing with the steamer "Siamese Prince" September 5, and followed by the "Japanese Prince" September 25.

Argentina Wants Reciprocity With Us

The Chamber of Deputies has passed a bill authorizing the Argentine Executive to suppress or lower the customs duties on pertodeum, lumber or machinery made in the United States, on condition that the United States conclude reciprocal commercial treaties.

Chile in Market for Rolling Stock

The Chilian Director of Railways has recommended the purchase at the earliest possible moment of 15 passenger bocomotives, 25 freight boconstives, workshop machines and tools, 20 thirdclass passenger cars and 400 twenty-ton freight cars, as well as the laying of certain new lines, the renewing of rails, and the strengthening of several bridges. The cost of the foregoing is estimated at wome \$2.448,000.

Correction Notes for the "Exporters' Encyclopaedia."

JULY, 1911.

To Users of the "Exporters' Encyclopaedia"

Unless the Encyclopædia is kept up to date and is accurate it is of little value; in fact, incorrect information is worse than none at all. These pages (19 to 21) are so arranged that they may be withdrawn from the Review without injury to the book, and handed to the Shipping Department.

The "correction notes" herewith apply only to the seventh (1911) edition.

EXPORTERS' ENCYCLOPAEDIA CO., 80 RROAD STREET.

Correction No. 1, July, 1911.

CUBA (page 313).

Consular Regulations. Fills of lading must now be vised (certified by the

Correction No. 1, July, 1911.

CUBA (page 312).

Consular Charges.

Certification of Consular invoices for less than

fraction over \$200,00.

Cuban Consul).

Certification of Consular invoices over \$200,00 is \$2.00 plus to cents for each \$100,00 or

PARCELS POST (page 98),

Parcels from Hairi containing prohibited importations and parcels which do not conform to the conditions as to weight and size will not be returned to the country of origin, but will be disposed of without recourse, in accordance with the customs laws and regulations.

Under the concention with Brazil unscaled parcels may contain in sealed receptacles articles which cannot be safely transmitted in unscaled receptacles, provided the contents of the closed receptacles are plainly visible or are precisely stated on the covers of the enclosed receptacles, and that the package is so wranned that the outer cover can be welly removed. Correction No. 1, July, 1911.

MEXICO (page 537).

Route 10.

As we are about to go to press, announcement is made that the American & Cuban Steamship Line, 27 William street, New York, will shortly establish a service from Pier J. North River, to Tampico, Vera Cruz and Progreso. Further particulars could not be obtained, but full details will be given in our August issue.

CHANGE OF SAILING DAY.

Sallings by the Quebec Steamship Co. are now every alternate Thursday. This change should be noted as follows: British Guiana (page 243); Dutch Gniana (page 335); French Guiana (page 379); Leeward Islands (page 513); Windward Islands (page 744).

Correction No. 1, July, 1911.

FOREIGN CONSULS AT OUTPORTS.

MEXICO (page 840).

Following are the newly appointed Consuls of Mexico:

Baltimore, Md.—Juan Prieto Quemper, New Orleaus, La.—Dr. Plutareo Ornelas. Mobile, Ma.—Juan Estrada, Jr. San Francisco, Cal.—Antonio J. Lonieli.

Correction No. 1, July, 1911.
PANAMA (page 572).

Ronte a

Shipments for Bocas del Toro must not be consigned to "order."

Año que hace Raya en la Exportacion Americana



A Exportacion de productos Americanos para las Naciones extrangeras, durante el año fiscál que Junio, segun los datos publicados acaba de concluir con el dia 30 de el Gobrerno, suma mas de 2.000,-000.000 de Dollars.

Esta suma excede mucho la de los años anteriores, aproximadosele mas la del año de 1907, cuando llegaron a ser con valor de \$1.853,700.000, mientras que en el año de 1910, fueron de \$1.710.000 -000 y en 1909 eon valor de \$1.638.000.000.

Oue parte de este aumento de un 20% se debe a los esfuerzos del Departamento de Estado, con el objeto de aumentar el trafico y las relaciones comerciales entre nuestros Comerciantes y los del extrangero, es imposible decir, mas no caben dudas, de que mucho de ello se debe a los estudios y esfuerzos del servicio diplomatico y consular en todos los lugares del mundo.

Cupo al Departamento de Estado, llevar a cabo las proviciones de la Lev Pavne-Aldrich de 1900; imponiendo al servicio diplomatico dificiles negociaciones y problemas para lograr que se cobrasen en las diversas naciones, los mas minimos derechos a nuestros productos y este trabajo lo han llevado a cabo apesar de sus muchas dificultades, con extremada delicadeza y con brillantes resultados, como ya lo demuestra el aumento reseñado arriba.

En Alemania por ejemplo, muchos de nuestros productos se admiten bajo la tarifa mas baja que es posible imponerles segun sus aranceles, en Francia en igualdad con los de las naciones mas favorecidas y lo mismo en varias otras naciones y con tan importantes ventajas, los exportadores han visto la posibilidad de realizar operaciones por valor de muchos millones pesos, que sin ellas no les hubiera sido posible llevar a cabo, Se calcula que estas ventajas de por si han posibilitado operaciones mercantiles por valores que no bajan de 75,000,000 de dollars y que no hubieran sido relizables sin ellas,

En el Canadá, los aranceles de han bajado de 20% " 171/2% mientras que la Grecia vuelve al antiguo arancel bajo el cual se hicieron operaciones de bastante importancia. Bulgaria anula la prohibicion contra el Aceite de algondon, mientras que en Servia se han obtenido importantes concesiones,

Brazil da una preferencia arancelaria a las Harinas americanas de 30% mientras que Nicaragua las admite sin derecho alguno y muchas son las otras concesiones que el Departmento de Estado trata ahora de conseguir en otros lugares.

Mucho ha sido el interés del Departamento, en

las relaciones comerciales con las Americas Latinas y los resultados se hacen patentes al comparar el volumen de las operaciones en los ultimos años, con lo que eran en el pasado con aquellas Republicas.

El Gobierno de Cuba, has comprado en los Estados Unidos grandes cantidades de Armas y perteechos de guerra, entre ellos, 10,000 Rifles con sus equipos.

El 30% preferencial que dá el Brazil a nuestras Harinas, empezó a regir el 1º de Enero de 1911; anteriormente concediendose solo un 20% a la Harina y como catorce otros productos de los Estados Unidos. El Consul General del Brazil informa gran aumento en la importación de los articulos protegidos lo que ha resultado en conseguirse que el Gobierno Brazileño extienda la preferencia a cinco más artículos de produccion americana.

Contratas para el equipo de Ferro carriles en Argentina, con valor de \$1.670.271 se han hecho con l'abricantes americanos, mientras que el Gobierno Argentino ha comprado de nuestras Fabricas, polvora por valor de \$1.000.000. Esta operacion, es casi contigua a la de la contrata para la fabricacion aqui de varios Navios de Guerra, (Battleships),

Además de esto, Argentina ha invertido aqui, recientemente, mas de \$1.000.000 en la adquisicion de Artilleria y pertrechos para sus Marina. Con la influencia de la Legacion Americana en Buenos Avres. una de nuestras grandes fabricas de papel, acaba de cerrar contrata con el periodico La Prensa, para surtirle de papel con valor de \$200.000 anualmente y el Departmento de Correos Argentinos ha comprado de la American Bank Note Company 120.000.000 de estampillas de correos, con valor \$51,000.

La Republica del Salvador ha reducido el derecho que cobraba sobre las Harinas Americanas, un 25%, y al mismo tiempo hace reduccion de 50% en los derechos de Cementos, importados de los Estados Unidos.

El monopolio del labon en Havti pasa a la Historia, gracias a la diplomacia de nuestros representantes alli y con este beneficio en negocio de Jabon entre las dos Republicas, podrá hacerse ahora sin interrupcion y con beneficicios mutuos.

Pero, dudamos que haya otro lugar del mundo, donde la diplomacia americana haya logrado resultados tan brilliantes como los que ha obtenido el Departamento de Estado en el Este donde ha estado mas que alerta a la importancia de hacer mercados para nuestros productos. En el Japon, la importacion de artículos americanos, en 1910, fué solo de \$16.045.605, mientras

(Continua a la pagina 22)

Correction No. 1. July, 1911

Shipping Routes from New Orleans.

Route 9 (page 797).

Sailings are now:

Every Saturday for Port Limon.

Every Saturday for Colon and Bocas del Toro. Every Thursday for Belize, Porto Barrios and

Porto Cortez.

Every alternate Thursday for Livingston.

Every alternate Wednesday for Porto Barrios, Port Limon and Colon.

REMOVAL NOTICE.

The offices of the Uranium Steamship Co., Ltd., are now at 13 Broadway. Change should be noted as follows: Route 10 (page 208); Route 6 (page 217); Route 3 (page 396); Route 2 (page 448); Route 7 (page 707).

Correction No. 1, July, 1311.

ARGENTINA (page 169).

The Consul General of Argentina is now Dr. Abel Pardo, The Auxiliary Consul is Manuel A. Molina, and the Chancellor is Mr. B. J. Brandon.

Correction No. 1, July, 1911.

GREAT BRITAIN (page 4to).

Route 3.

White Star Line sailings for Liverpool (commencing August 10) will be every Thursday.

White Star Line sailings for Southampton (commencing August 12) will be every Saturday.

Correction No. 1, July, 1911.

ITALY (page 487).

Route 11.

Sailings are now about six weeks apart. Following are the sailing dates for balance of this year: August 5; Sept. 20; Nov. 1; Dec. 2; Dec. 8, and Jan. 10.

Correction No. 1, July, 1911,

GREAT BRITAIN (page 410).

Route 2.

Sailings are now every Wednesday and every alternate Saturday until Sept. 23, after which date the Saturday sailings will be discontinued.

Correction No. 1, July, 1911.

SHIPPING ROUTES FROM MOBILE.

Route 1 (page 785).

Sailings are now on the 1st and 15th of each month.

Correction No. 1. July, 1911.

BRITISH GUIANA (page 243).

Route 1.

Sallings are now every 17 to 21 days.

Correction No. 1, July, 1911

WINDWARD ISLANDS (page 745).

Route 3.

Sailings are now: For Trinidad every 7 to 11 days. For Grenada

every 17 to 21 days.

Correction No. 1, July, 1911.

VENEZUELA (page 740).

Route 4.

Sailings for Trinidad are now every 7 to 11 days.

The Exporters' Review

Reaches the Buyers in all the Export Commission Houses and the Active Importers in Furgign Countries.

See Circulation Statement on page 9 of this Issue.

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(Continua de la pagina 20)

que en los primeros nueve meses del año fiseal que inaliza, monta a \$28.886.083 lo que muestra un aumento de mas de 100½ en menos de un año. Y no san solo esto, sino que mediante el tratado que se acaba de celebrar, Japon continuara concediendonos el "Trafico favorecido" mediante el cual productos americanos, entrarán bajo las mismas bases que los de las naciones mas favorecidas, lo que afecta a un cinco o fies por ciento de muestras producciones.

La importacion de Generos de algodon americano en la China, ha visto mucho aumento en el més de Marzo de 1911, lo que presume que el largo periodo de depresion que lta existido por tantos meses del pasado, va cediendo a las mejores condiciones que crea la influencia que ejerce alli el Departamento de Estado.

El emprestito de \$5,000,000 para Ferro Carriles que acaba de hacer la China y que se divide entre los Estados Unidos y Europa, se invertirá por completo en materiales para su construccion y equipos, y como los productos americanos tienen igual aceptacion a los de los otras naciones que han participado en el emprestito, claro és que suplíremos muy grande parte de cuanto hayan de adquirir. Y como que las dichas contratas hacen tambien provision para Ramales y estenciones en el futuro, bajo las mismas condiciones, es logito esperar que el volumen de los materiales americanos que alli se requerirán ha de ser de gran importancia, cume alli se requerirán ha de ser de gran importancia.

Ademas, el otro emprestito de tambien \$5,000,000 para reformas en su sistema monetario y meja mejoras industriales, que se acída de autorizar, tendrá mucho influjo en la mejora de las condiciones bajo las que hoy se trafica con la China, creando bastante demanda para muchos productos americons particularmente para el desarroyo industrial que empeza en la Manchuria con prospectos de un enorme incremento segun se vaya extendiendo el area que alli se desarroya.

Hasta hace cosa de dos años, el Gobierno Americano se ha ocupado muy poco o casi nada, en mejorar y aumentar trafico comercial con las naciones mas proximas del Asia, pero una vez organizada en el Departamento de Estado, la división lamada de "Asuntos del Este cercano" se hacen buenos esfuerzos para que gocemos de una parte mucho mas considerable de tan importante comercio y apesar del corto tiempo en que se viene trabajando, en tal sentido, los resultados mue se han obtenido son bien favorables por cierto.

Durante el año que concluye, se han establecido en Smyrna, en Turquia, diversas Fabricas en las que se han montado maquinarias america nas con valor de mas de \$200,000.

Las operaciones de una fuerte Compañía americana en Turquia, cuyo movimiento de mas de 8500000 se vio muy seriamente amenazado por liturios entaldados por fuertes competidores respecto de cuertas patentes. Este importante asumo se lunhera portido por completo si la Embasada americana no hubiera mediado y con su apoyo é influjo lograda salvar los dérechos de la Compañía americana Para la Marina Otomana, Turquia, ha comprado aqui materiales y equipos por valor de St 80000.

El Parlamento Turco, al concluir su ultima sesion, ha votado favorablemente, la consideración de los proyectados Ferro carriles americanos en Turquia, en la proxima sesion de Octubre 1911; y hay muy batenas razones para esperarse, que las concesiones para esas construcciones que han de costar esperarse, para esas construcciones que han de costar mas de 100.000.000 serán otorgadas por el Parlamento del próximo Octubre.

Por otra parte, de Rusia, se buscan capitales aqui, con los que dar principios a una gran serie de Elevadores para granos y grandes trabajos para la irrigacion.

For mediación del Departamento de Estado han ido a Persia, a petición de aquel Gobierno, cinco Expertos financieros y sia adquisición por parte del Gobierno de Persia ha creado tal interes en nuestros Fabricantes y Exportadores, que sin duda resultará en aumento en el comercio con la Persia.

Los importantisimos trabajos que ha hecho el Cuerpo consular y el interés con que sus empleados estudian y dan cuenta de cuanto pueda coducir a beneficios e intereses comerciales, se manifiestan mas y mas y despierta en nuestro pueblo a la realidad ya palpada por otras naciones comerciales, de que el servicio consular es el factor mas importante y poderoso en el desarroyo comercial. Nuestros Consules se han esmerado y no han perdido opor tunidad de informar al Departamento y al comercio en general de las condiciones comerciales y las posibilidades para la apertura de nuevas avenidas para negocios, continuamente pasan informes al Gobierno de cuanto pueda ser de la menor importancia y el Gobierno a su vez pasa los informes a cuantos demuestran interes en recibirlos.

Los principales artículos americanos que se exportan al extrangero, enumerados en el órden de su importancia comercial, son:

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EUROPE-GREAT BRITAIN AND THE CONTINENT

Italy Plans to Improve Harbors.

The Commission which has been considering harbor improvements in the Adriatic has recently submitted its report. The most important works proposed are at the ports of Bari, Ortona, Ancona, Ravenna, Chioggia and Venice. The amountto be expended at Bari is placed at 7,675,000 lire, of which t,-700.000 lire is required for breakwaters, 2,500,000 lire for dredging, etc., and 3,475,000 lire for warehouses, electric cranes, steel rails, etc. Ortona harbor is in a somewhat backward state, and an expenditure of 0.000,000 lire is proposed, about half of which is set aside for the construction of docks and the other half for dock railway lines, eranes, etc. Similar works are also proposed for the following ports; Ancona, 3,800,000 lire; Ravenna, 14-400,000 lire; Venice, 14,000,000 lire. Among other proposed hazhor works in the Adriatic and Ionian seas may be mentioned the following: Cotrone, 3,000,000 lire; Taranto, 1,000,000 lire; Gallipoli, 1000.000 lire: Brindisi, 2000.000 lire: Mononoli, 1000.oor lire; Molfetta, 1,000,000 lire; Manfredonia, 2,000,000 lire; Vieste, 1,500,000 lire; Pescara-Castellamare Adriatico, 2,200,000 lire: Lago di Varano, 1,000,000 lire,

Should Cause Demand for Electrical Supplies.

During 1910 there was a very considerable increase in Russia in the use of electrical energy, and, as a consequence, in the manufacture of electrical machinery in Russia. The greatest increase in the machiner produced was shown in the output of Diesel motors, of which as many were turned out last year as during the preceding five years. Owing to the increasing need, of municipaltics, factores turning out cable, transway and telegraph fittings, etc., extended their business. Increasing signs of activity are apparent in provincial towns such as Orel, Tambolf, Kaluga, Romensk, Mins, Tulta and Moghlief, all of which have important municipal projects (both electrical and other) in anticination or in progress.

New Quarters for Uranium Steamship Co.

The Uranium Steamship Company, which has been fighting the Northern Atlantic Conference for several years, has opened its own offices in New York, having been previously represented in this city by Messra, Vesely & Co. and sub-agents. The company will now have its passenger and freight departments, which heretofore have been separated, in the one building at their new quarters, a Broadway. The passenger dapartment of the Uranium Steamship Company will be int charge of Paul G. Fourman. The entire business will be managed by Edward O. Thomas, who has represented the company here in the handling of freight only.

France Largest Exporter of Automobiles

France is the world's leading exporter of automobiles, the figures of the fee leading countress being, for the calendar year, 1400, the latest period for which comparative figures are available; from France, \$3,445,000; United States, second in rank, \$13,10,2.66; United Kingdom, \$12,284,000; Germany, \$7,558,000, and Italy, \$4,347,000.

The United Kingdom ranks first in the importation of automobiles, the figures for the calendar year, 1910, being \$24,08,000, against \$2,737,208 for the United States, \$2,457,000 for Germany, \$1,864,000 for France, and \$1,024,000 for Italy.

American Turbines for Italian Scout Cruiser

An interesting abijment will be made this mouth by the American Express Company on the Ardor Line stamer Person, as, which sails July 2x for Naples. It consists of three Jeson Curtiss marine turbines for the Italian may sour cruiter Mariesala, to be delivered at the Italian may spard wharf in Naples. These turbines were built at the Fore River Yards, Quincy, Mass, and in order to deliver them sairly on loard scenner at New York, the American Express Company arranged with the Mertit & Chapman Company to have one of their beasy-lift steamers proceed to the Fore River Yards and deliver the freight along-side steamer in Brooklyn without transshipment. The Italian government has also recently placed an order for 4000 to 100 farmor place with the Bethlehem Steel Company, of Bethlehem, Pa

New Line for Lisbon Carries Passengers Only

The latest sailing list of the Fahre Line, which recently inaugurated a line between New York and the Azores and Lishon, shows sailings about every twenty-one days for those ports, steamers continuing the voage to Naples and tory Marseilles. The steamers sailing from New York on August 9 and Septenber 15 will call all Providence, R. 1. The Fahre Line is not yet in a position to accept freight for the Azores or Lishon, as the belays incident to landing cargo at those ports would interfere with the prompt arrival of the company's steamers at Naples and Marseiller.

Large Contract C'ored for Swedish Iron Ore

What is understood to be the largest contract for foreign iron ore ever made was recently closed in Europe by Charles M. Schwah for the Bethlehem Steel Works. The deal involves the purchase of about accepto tons of Swedish ore, to be imported probably within the next feur years. This ore will come to the port of Philadelphia and be unloaded over the new are pier of the Reading Railway at Port Richmond. From there it will go by rail to South Bethlehem.

New Norwegian Line Next Year

The directors of the Norwegian-American Line state that they intend to open their service in so₁₂ with two steamers to be despatched every three weeks from Christiania-Christiansand and Stavanger-Bergen to New York and back. As soon as the development of the company permits, a third steamer will be placed in service from Droutheim-Bergen to New York, thus establishing a formightly service from Bergen.

Turkish Merchants Return with American Samples

Musss, Alfred Nalman and Antranik Aprahamian, importing merchanis of Salonikh Turkey, visited New York during
the present of the purpose of making arrangements for
the purpose of making arrangements for.
They will return to Turkey during the latter part of the month
with samples of American goods that should find a sale there,
and will come back here extly next year to secure further agencies. Correspondence, in French, addressed to these merchants,
by American manufacturers interested, will receive prompt atrention.

A S I A INCLUDING EAST INDIES. ETC

Active Demand Expected for Railway Supplies.

A Japanese railway authority states that the amount of rolling stock which will be required in the near future as a result of the expansion of Japanese railways will be very large. He says he knows it to be a fact that the estimated amount of new rolling stock to be placed on the Government lines in the United States between 1910 and 1923 consists of more than 500 locometives, 750 passenger cars, and 9,300 freight cars, to cost about \$13,450,000. This amount will be needed prior to the completion of the broad-gauge line between Tokio and Shimonoski, while almost twice as much will likely be required after its opening, sometime around 1925. In addition to this, considerable quantities of rolling stock will be demanded each year by light railways, whose construction by private companies is encouraged by the Government. Seventeen or eighteen companies were organized for this purpose only last year, the total mileage of the lines projected by them being about 230.

Electric Trucks For the Philippines

The Boreau of Insular Affairs at Washington has placed an order with the General Vehicle Company of New York for fifteen large trucks for service in the Philippines. This is the fourth order placed with this company for electric trucks in the Philippines, which the company regards as an especially complimentary testimonal from the department. It is unds smoot tanthe trucks, which are of various sizes, but mostly heavy ones, will be used in the ice and refrigerating enterprises of the Government at Manila.

Japanese to Export Cotton From Texas

A charter has been issued to K. Fukushima of Houston for the Southern Products Company with a capitalization of Stoocoo. The chief business of the company will be the exporting of Texas cotton to Asiatic points. This is said to be the first invasion of southwest territory by a Japanese firm, and is in furtherance of plans announced recently by which the Mistuil Banking Company will begin cotton operations in Texas.

American Syndicate May Build Chinese Navy

It is reported abroad that an American financial syndicate has concluded arrangements with the Chinese Government to build a fleet of war-bijns for China. The report particularizes that China is to pay for the fighting ships gradually during a period of innety-nine years, but she will richly compensate the syndicate by giving it valuable concessions for building railroads and for mining in Manchina, Mongola and Southern China.

Japan Buying Railroad Equipment Here

The Japanese Government has set aside several million yen to be expended in the United Strates for the purchase of locomotives and other rolling shock for the rehabilitation of the South Manchuria Railway, which was recently taken over by the Government. Amiliassador O'Brien in a recent despatch from Tokkio to the State Department autominese that, under this program, an order has been given to the American Locomotive Company for elevan loc midwey, the to be used in Manchuria and six in Corta.

Chinese Currency Reform Will Help Trade

The reform of the Chinese currency system is expected to have a material influence on industrial progress in China. Up to this time the currency system there has been of such a nature as greatly to retard freedom of trade between the different Provinces and also with foreign countries. The rates for exchange have fluctuated so violently as to introduce what might be regarded as a big element of speculation in all business transactions. For example, contracts for goods in one Province may show a heavy loss when payment is received and the funds converted into these of another Province or foreign country. For that reason, the reform of the currency system which is alout to be made is restarded in international commercial and banking circles as of the highest importance.

Agricultural Machinery Needed in Turkey

There are exceptionally good openings for agricultural machinery in the interior of Asia Minor, particularly in the vilayed of Konia. A German agricultural machinery depot which was extablished a short time ago in Konia has been a great success. The farmers of Annola were particularly impressed by the fact that, although there was an excellent harvest in size, a large portion of the crops was wasted owing to scarcity of labor and of labor-saving implements. Furthermore, irrigation schemes are being proceeded with, with the object of bringing more land under cultivation, so that there is every prospect of a good trade in agricultural implements during the next few years.

American Railroad Flans for Turkey Blocked.

The action of the Turkish Parliament in postponing until November the consideration of the railway concession sought by a syndicate of New York capitalists is though by State Department officials to have destroyed all hope of a favorable outcome of the project unless a reversal of sentiment in Turkey takes place meanwhile. It is believed the American scheme habeen joogardized through the exercise of secrete German and Russian influences, although there is nothing in official messages to indicate this.

It is stated that the American concession would have invaded territory in the country south of the Black Sea that is being exploited by an esisting German railread and mining concession, the promoters of which naturally invoked the aid of the German Government, whose influence with the Porte is allnowerful.

Large Orders for Steel Gas Pipe for Japan

Several important contracts for steel pipe, running from 1-2 to 8 inches in diameter, have recently been placed in this country for export to Japan. The Tokio Gas Company has placed one contract for 3,000,000 feet and two other Japanese companies have placed several similar contracts.

Immense Sum for Japanese Railway Improvements

The favorable returns of the Japanese Government Railways for runo are of value in importing the plan for broadening the railways of Japan. The committee in charge of this matter has pregared an estimate for the Japanese Government modying an expenditure of \$1477,1886 for new broad gauge lines and for converting narrow gauge to broad gauge, such expenditures to extend over a long persad of years.

AFRICA CAIRO TO THE CAPE

Extensive Improvements at Mozambique

The Portuguese Minister for the Colonies has obtained the approval of the Cabinet for the improvement of the capital of the Province of Mozambique, amounting to nearly \$5,000,000. The following is a partial list of the improvements included in the loan: Reinforcing the present wharf, \$650,000; construction of a stone wall wharf extension, \$450,000; coaling installation, etc., \$170,000; electric installation, \$60,000; local improvements, \$250,000; removal of workshops to the docks, \$60,000; filling in reclaimed land, \$190,000; dredging Polana Channel, \$400,000; eonstruction of new wharf roads, \$100,000; strengthening bridges, purchasing locomotives and trucks, \$600,000: "interlocking system" at stations, \$30,000; construction of the railways between Inharrime and Chai-Chai, \$670,000; construction of a railway from Macambo to the interior, \$400,000; construction of a railway from Nhamacura to Villa Durao (Tete), \$350,coo; dredging Mutu Channel, \$120,000.

Material Required for African Railway Extensions

Large quantities of railway material will shortly be required in Africa for the extension of the Tanganyika line from the Star of the Kongo to Mambove, and also to Bukoma. The respective lengths are about 200 and 300 miles, and the cost is estimated at \$10,000,000.

Increased Importation into South Africa

Imports into South Africa for the year 1010 amounted to £4,00,000,000, a compared with £5,000,000 for 190,000,000. Articles of consumption accounted for £4,000,000 and manufactured articles for £6,000,000; and mountained articles for £6,000,000; and mountained articles for £6,000,000; from titis it can be inferred that stocks must have rim down very low in 1909. The large increase was maintained pretty consistently throughout the year, and was not confined to any particular class of goods. It excended over a great range of articles, showing very clearly that the purchasing power of South Africa has increased in every direction. Shippers should beavare, however, of this importation being overdene, and should satisfy themselves that their shipments are more or less regulated by the actual sales that take place on the other side, otherwise there will be over-stocking again, with the usual resultant depression.

Railway Progress in German East Africa

At the end of May the rail-head of the Central Railway of German East Africa reached a point 284 miles from Morogoro: in other words, 415 miles from Dar-es-salaam. Eleven miles of line were constructed during May. Kasikasi is the next station which the fine will touch

Export Commission House Buyers

(Continued from page \$5.)

ice flows which surround. Newfoundland in the spring and early summer, at which time the seal catching is in progress. One of their steamers last year, on a single trip, brought in a catch of \$4,000 seals. The annual catch averages about 300,000 seals, and the industry is a very profitable one.

Mr. Richards, when asked what he considered was the greatest difficulty in doing export business with American manufacturers, said: "The difficulty of getting them to do exactly what they are told to, and what is absolutely required of them, in order to comply with foreign regulations." As an instance of this, he cited a case which had come to his attention recently, where his firm had shipped some engines to a house in the Argentine, where the Customs regulations require the exact gross weights to be given on the invoice, as most of the duties in the Argentine are calculated on the weight. When the first two shipments reached their destination the weights were found to be incorrect, and a heavy fine . was imposed by the Argentine Government, which the manufacturer was obliged to pay, and on subsequent shipments, in order to avoid this, the shipments were reweighed in New York, with the result that it was found that, in no instance, did the manufacturer's weights, as given on his bill, agree with the correct weights. In order to ascertain the reason for this discrepancy, Mr.

Richards recently called on the manufacturer at the factory, and learned that instead of weighing cach case as it was shipped from the factory, the manufacturer had, at some time in the past, weighed one of each of his engines when packed for export shipment. This weight had been typewritten and pasted on the wall in the shipping room, and was used by the shipping elerk to save him the trouble of weighing the shipment as they left the factory. The manufacturer now has a standard scale installed, and each shipment is properly weighed before leaving the factory. But this incident is only one of many which constandy come to the attention of the export houses, illustrating the difficulty of doing business with manufacturers who have never had any export experience.

Mr. Richards also stated that American manufacturers who want export business are very apt to overlook the necessity for local advertising. Some firms who are resulting to expend consi-terable money in this country, and know it must be done in order to firmly establish their goods on the market, have the idea that export business is different from domestic business, and does not require the classified and the state of the country of the

AUSTRALIA NCLUDING HAWAII & OCEANIA

Faster Service Between Canada and New Zealand

Vincentin Commence of the Comm

An order has been placed on the Clyde for a fine modern passenger steamer of 10,000 tons register for the Canadian-Australian line, with the prospect of a sister liner being constructed toon afterward. The new liner is for the service to be re-organized under the new mail contract which begins in August. She will replace the "Zealandia" and the schedule will be re-arranged. so that steamers will leave Sydney for Auckland, omitting the present calls at Suva and Honolulu en route to Victoria from Auckland. The "Zealandia" will be used until the new liner is ready to join the "Makura" and "Marama" in this service. The new schedule provides for a run of 17 days between Auckand Victoria

May Adopt Cheap Monorail System

The railway commissioner of South Australia has given orders for the construction of a truck to be run on one rail for experimenting with the monorallway as applied to conditions in South Australia, where the necessity of cheap construction in sparsely populated districts is very great. If the experiment is successful, the Government intends to build some small lines as feeders to main lines, at a probable cost of about \$2,500 per mile, including rolling stock.

Contract Awarded for Coal-Loading Plant

Personal Property of the Party of the Party

The successful bidders for the coal-loading plant to be established at Port Kembla, New South Wales, are Messra, Kelly & Lewis of Melbourne. The plant is to be operated throughout by electricity, and the tender, which amounts to approximately \$150,000, provides for the machinery for the generating station, as well as the operating motors, structural work, helts, etc.

Australian Rail Contracts Placed Elsewhere

C. & G. Hoskins, Ltd., of Lithgow, New South Wales, are to roll 20,000 tons of rails for the New South Wales Government, this being the initial order for the Australian company, It is notable that the Government allowed a price of £8 on this business, although the rails could have been laid down from the United States at 47, or possibly less. German mills have secured a contract for 6,000 tons of girder rails for the Sydney tramway system-

Honolulu Importers Establish New York Office Messrs, 11. Hackfeld & Company, well known general import-

ers at Honolulu, will open an office early next month at 80 Wall street, New York, for the purpose of handling their American business direct, instead of, as formerly, through a well-known down-town export house.

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Foreign decretament.

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6-3-call 12	particulars, fres of	char	ga, by writing to the Bureau of Manufacture
Ellis.	1879 Combination motor fire truck Caps	1241	Preserving unchinery and supplies Can-
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C20/ 146 Ltr	6880 American four wheel		Italy
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10	684 Cotton goods, ma- chinery etc. Near East	12/11/2	Cotton cloths and yarms molerwear for men and women. Hight weight woodens, farm implements and machinery office
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	Europe	6516	Household and lordness hardware, boots
Agency for c	athers - Southern Europe. arnets - Germany.		and shoes, rubber tires and washing ma- chines. Italy,
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sulate- Pati	rns tireven	(2013)	Book-drilling machinery-Caunda.
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Trikey.

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Silk making machinery Japan Wardraha trankas Latin Same

androbe tranks Latin America ameras and photographic unterfals. Porto-Ries Rical Sovetiles in builders' hardware-France Hay judverlaing machines Europe-Liquid for cleansing metals, variish ratiway carriages, bengine and gasoft

Portugal.

Leather - Europe.

Canned goods, meals and noveltles - Portu-

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Automotibles—Forti-dational disease and invertigers—Mediter-Marking machines and wringers—Mediter-Marking machines and wringers—Mediter-Marking machines, and in a second machines, Shor agency—Austria Hungary. Shor agency—Austria Hungary. Timber, oils small greases (edite and in-dustrial), bettler, flour, furniture, gro-certies and previous, canned goods, oil octum—Egypt.

Tenders for water pipes and valves.—British University. 6071 Common, Equipment for sanatorium—Latin America. Ginzed kill leather—Russia. Typewriters, machinery and automobiles—

Europe.

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American Player-Pianos Popular in Australia

There is probably no country in the world, according to Consul-General Henry D. Baker, of Sydney, where pianos are more used, in proportion to population, and are considered more necessary as features of home life than in Australia. About 16,000 pianos, he states, are sold every year in Australia, of which probably over one-half are made in Germany, the rest being from the United States and Great Britain. The hest-known American piano on the market there has only its inside action parts made in the United States, the outside framework being made in Germany, and the parts being all assembled in England, so that it enters the Australian market enjoying the preference of 5 per cent. ad valorem in duty accorded to imports from the United Kingdom. There is a big demand in Australia for pianolas or piano players, in which specialty the United States has a practical monopoly. These pianolas find their way into the most remote parts of Australia, and are constantly gaining in popularity. The majority of the pianos sold in Australia bring about \$225 each. From this popular price as a minimum prices range upward, according to grade, to as high as \$1,500, but the demand for the higher priced piano is very limited, althought recently it has shown a tendency to increase, owing to the great gain in wealth from the prosperous conditions of the country on account of good seasons and high prices for the leading products exported.

Railroad Extensions Planned for Brazil

For some months the Brazilian Government has been considering the question of extending the Bahia federal railway, with the object of coping with the needs of the ever-increasing traffic. It has consequently been decided to arrange for the construction of the following lines: (1) Extension of the Bahia Central Railway from Mschado Portells to the Montes Claros line as Boa Vista do Tremendal; (2) a section of the same line from Slito Novo to Mundo Novo and Morro do Chaper; (3) a section from Bandeira de Mello to Lencees: (4) a section to connect the Peria de Santarem line with the Sao Frarnics crailed to the Connect the Peria de Santarem line with the Sao Frarnics crailed the Peria Section; (6) innetion lines from Bahia and Minss to the Bahia Central Railway extension; (7) extension of the Bahia-Sao Francisco railway to the docks at Bahia.

Grain Fields May Supplant Cattle in Uruguay

Uruguay has large tracts of land towards the east coast that are capable of growing good crops, but which, being at present out of the reach of a railway, could not dispose of such crops if grown, and are therefore used for pasteral purposes only. The rich native landowners are awakening to the fast that grain gives them more profit than cattle, and they are, therefore, disposed to support projects for the construction of rail-ways that will enable them to grow grain and dispose of it; and so increase the value of their estates. This means that Uruguay is on the eve of extensive railway development, with a consequent development of the produce of the soil and an increase in immigration.

Brazil Fostering Home Manufacture of Steel

The efforts being made by Brail to foster the manufacture of iron and steel are very important, as there are rich denosits of good iron in many places. It is interesting, therefore, to mote that a concession to a company has now been issued, of which the leading features are its duration for twenty-five year-y-the premiums to be paid by the Government on articles manufactured by the company, Government guarantees as to tariffs, and an arrangement for the manufacture of war materials.

The premiums to be paid by the Government for articles manufactured by the company's plant are $13.8\,\mathrm{d}$ per ton of nanganese iron, spiegeleisen and other similar combination-used in the manufacture of steel. It $13.8\,\mathrm{d}$ per ton of steel rails, plates of iron or steel, rolled pieces for construction and beams for bridges or 'minilar structures; 12 per ton of axles, steel hoops, all kinds of railway material, posts for electric wires, wire, fencing and sheets for covering houses or making galvanized iron.

Increased Sales of Cotton to the Far East

Japan and China have this year taken American raw cotton to more than twice the anount of the same period last year. Japan depends primarily upon India for raw cotton, and the larger takings of American cotton are regarded as required by the developments of the Japanese industry in higher qualities of goods. Progress of the spinning industry in China also accounts for improvement in the demand from that country. Consumption in Japan at its highest was reached in 1057, when 911,000 bales were consumed, of which also, owere East Indian cotton, 325,000 American, and 125,000 bales of Chinese cotton Meanwhile the quantity of American cotton taken by Japan has rarely ever exceeded aso,000 bales a year.

Buenos Aires Will Maintain Its Supremacy

The dredging of the channel up to Buenos Aires to a depth of 30 feet at low tide will be finished in about three years. This deepening is necessary to keep the ocean trade from going to the port of Bahis Blanca. The dredging will be from the mouth of the River Plate to the city, and the stretches requiring dredging over about 40 miles. The amount to be dredged will be about \$8,000,000 cubic metres. This new channel will preserve the commercial importance of Buenos Aires as a port for many years to come. The extent of shipping trade the city expects to handle may be judged from the fact that the contracts for new docks call for an expenditure of \$27,000,000 in gold.

An American Consul in Amazonia

In his work, "An American Consul in Amazonia," Anjor J. Orton Kerbey, formerly American Consul in Praz, Brazil, has done a valuable service to America, as well as Brazil, The author knows Brazil vere thoroughly, and would like to have Americans know the truth about it. There is no doubt that most citizen of the United States are wordfully imporant of it, and that those who care to know the facts will find them very entertainingly todd in this volume. The book is well printed and very fully illustrated. The publisher is William Edwin Rudge, 220 William street, this city, and the prive of the volume is \$2.5.



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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.

(Subject to Change.)

NOTE.—The lines are arranged alphabetically under the port of departure. This enables subscribers to the seventh (1911) edition of the "Exporters' Encyclopaedia" to ascertain quickly the proposed sailings of all lines, except where the agents could furnish no advance information.

CAUTION.—The sailing dates given below, although compiled with extreme care, should be considered as merely approximate, except for the regular Trans-Atlantic passenger lines. The publishers, however, assume no responsibility as to the accuracy of the information.

From New York.

AMERICAN & AFRICAN 8, 8, LINE: For Cape Town, Algon Bay, East London, Port Natar, Delagon Bay-Gordon Caste late July. AMERICAN ASIATIC S. S. Co.: For Houg Kong, Shanghai, Kobe and Vokohaum-Indramayo,

AMERICAN & ALSTHALIAN S. S. LINE: For Fremantic, Adelaide, Melhonrne, Sydney and Brisbane-Anglo Colombian, July 15; Sandon Hall, Aug. 5.

AMERICAN & AISTRALIAN S. S. LANE: For Medbourne, Sydney, Anekiand, Wellington, Lytelton and Duncelin—A stemmer Ang AMERICAN & CUBAN S. S. LINE: For Havana, Guantanamo, Santiago, Manzanillo and Ulen-tinegos—Pinar del Rio, July 26, For Havana, Matanzas, Cardenas, Sagua and Calbarier— Trafaigar, Aug

AMERICAN & INDIAN LINE: For Port Said, Hodeldah, Adea, Bonday and Calcutta Ka

Hodeldah, Adea, Bondony and Calcutta Kazendo, Sept. 29.

**AMERICAN LINE: For Southampton New York, July 22: 81, Paul, July 29; Philadelphia, Aug. 5: 81, Louis, Aug. 12; New York, Aug. 19; 81, Paul, Aug. 20.

AMERICAN AND MANCHERIAN LINE: For Hong Kong, Shanghal, Mojt, Kobe and Yoko-luman-Mahopio, July 25. For Singapore and Masila-Kareina, July 15.

AMERICAN & ORIENTAL LINE: For Hong Kong, Shaughal, Kobe, Vokohama and Dainy— Kong, Shaugha A steamer Sept

A steamer Sept.

A MERICAN-RAWAHAN S. S. CO.1 For Pureto-Mexico—A steamer every als dags. For James Collection of the Co

ANCHOR LINE: For Naples and Legitors— Pengia, July 21; Calabria, Aug. 19; Italia, Sept. 14.

ATLANTIC TRANSPORT LINE: For London—Minuchain, July 22; Minucayolis, Aug. 5; Minucayolis, Aug. 5; Minucayaska, Aug. 22; Minucayaska, Aug. 26.

Stimmennia, Aug. 22, Minneward, Aug. 28, AUSTRO-AMERICAN S. S. CO. LTD. For Gib-ralitat, Naples, Patras, Venice and Triestes-Martha Washington, July 29; Argentina, Aug. 23; Martha Washington, Sept. 13.
BARBER LINE; For Shinghore, Manifa & Hollo Muncaster Castle, Aug. 3.

BARBER LINE: For Montevideo, Buenos Ayres and Rosario-St. Irene, July 29; Victoria de Larrinaga, Aug. 12.

Larrinaga, Aug. 12.

LARRING LINE: For Havre and Bunkirk—A stemmer late July.

HOUTH LINE: For Hara and Manage—Copping to the July.

BOOTH LINE: For Para, Maranham, Ceara and Paranalyba—Ananaoueus, July 25: Boufface, Aug. 25: Pofreary, Sept. 25.

BISTOL CITY LINE: For Swansee and Rris-

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*CUNARD LINE: For Liverpool — Lusitanta,
July 19; Cannania, July 26; Caroaia, July 29;
Manrelania, Ang. 2; Lusitania, Ang. 9; Parpara Ang. 22; Campania, Ang. 59; Lusitania,
Ang. 24; Caronia, Ang. 29; Lusitania,
Ang. 24; Caronia, Ang. 29; Lusitania,
Ang. 24; Caronia, Ang. 29; Lusitania,
Ang. 25; Caronia, Ang. 29; Lusitania,
Ang. 25; Caronia, Ang. 29; Lusitania,

fanila, Aug. 23; Carcolla, Aug. 26; Losdinala. Aug. 36.
"CUNARD LINE: Far Naples, Flame and Trieste-Carpathla, Aug. 3; Saxonia, Ang. 24; Pannonia, Sepi. 7; Carpathla, Sepi. 24.
ELDER, DEMPSTER LINE: For Canary Islands and West Coast Africa Porte-Yola, July 30.

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AUR. 24.

HAMBI RO-AMERICAN LIANE (Allas Service):
For Insgun, Kingston, Colon and Colombia—
Prinx Signamud, Aug. 4 and Sept. 1; Prinx Regiment, Aug. 2 and Sept. 1; Prinx Regiment, Aug. 2 and Aug. 3.

HAMBI RO-AMERICAN LIANG STREET, AUG. 18.
For Insgun, Iland, Kingston and Port Limon—
Sarula, Aug. 5 and Sept. 2; Sibirla, July 22 and Aug. 19.

Aug 19,

AMBI BG-AMERICAN LINE (Atlas Service):
For Santiago, Kingston, Gota and Fort Llimos
For Santiago, Kingston, Gota and Fort Llimos
Prins Josefelin, Aug. IZ and Sept. 3; Frinz Aug.
Wilhelm also calls at Boeas del Toro,
HAMBI RG-AMERICAN LANE (Atlas Service):
For Ilurana, Cherfuegos and Manzanillo—Aligeland, Aug. 2 and 30; Alini, July 19 and Aug.

16.
HAMBURG-SOUTH AMERICAN STEAMSHIP CO.: For Pernanbuco, Rio de Janeiro, Santos, Paranagua and Rio Grande do Sul-Nassovia, Aug. 10; a steamer Sept. 10.
RANNA LINE: For Cape Town, Algon Bay, East London, Port Natal and Delagon Bay—Axenfeis, Aug. 15.

RANSA LINE: For Cup Town, Agon Bay, East RANSA LINE: Nati and Deligno Bay—Axen Celes. Agr. 8. Nati and Deligno Bay—Axen Celes. Agr. 8. RANSA LINE: For Fort Sald, Adea, Boming, Culombo, Bangson and Caleuter-Lindsenfels, Caleuter-Line Company of the Company of th

Aug. 23.
HOUSTIDN LINE: For Cape Town, Algon Bay.
East London, Port Natal and Delagon Bay.—A

Sept. 20
LA VELOCE LINE: For Naples and Genou-Oceania, Aug. 1; Enropa, Aug. 23; America, Sept. 12.

LLOYD BRAZILEIRO: For Perpanduco, Bahia

LOOY BRAZILERRO, For Pernanduce, Bahis, He de Anerte and Santos-Epulini, July 25 here, Bahis, Ille de Janete and Santos-Epulini, July 25 here, Bahis, Ille de Janete and Santos-Ille 14,000 per particular and Santos-Ille 14,000 per particular and Grazine and G

uull-dapse, July 30; Culim, Aug. 18; Culis, WilNaux Strawshift Jarke For Matanas, Carlesius, Sagna and Culiaries Cubana, Aug. WilNaux Strawshift Jarke Wilson, Aug. Wilnaux Strawshift Jarke, For Miles, New York, Wilson, Wilson, July 20; and Aug. 23; Wilson, Carles, Wilson, July 20; and Aug. 23; Aug. 24; Aug. 25; Aug. 24; Aug. 25; Aug. 25; Aug. 26; Aug.

PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.-Consinued from page 35-See notice at head of Page 35.

New YORK & CTRA MAIL STRAMSHIP CO. For Hussian -Montreey, July 20; Harvan Anty For Hussian and Strams, Ang. 21; Harvan Anty Fornes, Ang. 21; Harvan Liu, France, Ang. 21; Harvan Liu, 22; Harvan Liu, Andrewy, Ang. 10; Ang. 20; Cepterano, Ang. 21; Ang. 20; Cepterano, Ang. 20; Mariano, Ang. 20; Cepterano, Ang. 20; Mariano, Ang. 20; Cylondor, Ang. 20; Cy

arest ration Cuartion Indi. Aug. 3; Tracter IIII Time ARM N. LLOM S. 8, CO.; For Hillian K. S. 1990, I. S. 1991, I. S. 1991, I. S. Krompfan Celly, July 35; Princ Prich Will Krompfan Celly, July 35; Princ Prich Will Berlin, Aug. 3; Kaleer Williebn, H. Aug. 28; Herbritzens, Ann. 10; Remen, Ann. B.; Geo-lier R. S. 1992, I. S. 1992, I. S. 1992, I. S. 1992, Aug. 22; Kalen William Krompthussala Cellin, Aug. 22; Kalen William Krompthussala Cellin, Aug. 22; Kalen William Krompthussala Cellin, SMRTH IGENDAN LIGHUN S. (Ch. Per His-ration, Namics and Leonas Pried, dor thoses, Sept. 8; Accompt Athert, Aug. 28; Berlin, Sept. 8; Accompt Athert, Aug. 28; Berlin Sept. 8; Accompt Athert, Aug. 28; Berlin

Sept 9 NORTHN LINE: For Montevideo, Ruenos Avres and Rosario—Ikuria, July 29; A stramer, Aug. 15. ANAMA RAHLRICAD S. S. LINE; For Colon-Panama, Joly 19; Advance, July 25; Colon, July 31; Allianes, Aug. 5; Panama, Aug. 12; Advance, Aug. 18; Colon, Aug. 21; Allianes, Aug. 30. AUGAINS, Aug. 18, Colon. Aug. 11, Change, HOENIX LINE: For Antwerp-Manhatian, July 26; St. Andrew, Aug. 9; Michigan, Aug.

PRINCE LINE: For Rio de Janeiro, Santos, Montevideo, Ricetos Ayres and Rosario-Chinese Prince, July 25; Indian Prince, Aug. PRINCE LINE: Per Pernambuco, Italia, lile de Janeiro and Sanios-Asialle Prince, July 25;

Chinese Petines, July 23; Indian Prince, Aug. PhilNCE LINE; For Permandres, Ishah, ilit de la control of the prince, July 23; Indian Prince, July 23; Indian Prince, July 23; Indian Prince, July 24; Indian Prince, July 24; Indian Prince, July 25; Indian Prince, July 26; Indian Prince, July 27; Indian Am. 10; Koroma, July 27; Indian Am. 10; Koroma, July 27; Indian Am. 10; Koroma, July 28; Indian Prince, July 27; Indian Am. 10; Koroma, July 28; Indian Am. 28; Indian Prince, July 29; Vanferdami, Aug. 29; Philand, July 29; Philand

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Ann. 1; Muraeus, Ann. 25; Hermind, Seph. 12;
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Xustarre, July 28; Crown of Grentle, Ang. 18;
VINEN CLAN, Libker For Cupe - From, Alicon
Hay, Eard Lendon, Port Natal and Ledgaged
Hay—Clan Machines, July 55; a Nonethern

21: Santa Marta, Xing 31.
(NITRIB STATES & AUSTRALASIA S. S. GR.; For Fremantle, Ardelalde, Mellourne, Sydney and Brishame—Argentels, Aug. 21.
NITRI STATES & AUSTRALASIA S. S. GR.; For Mellourne, Sydney and New Zealand ports—Triles, July 31.

I NITER STATES & CHINA-JAPAN S. S. LINE: For Aden. Singapore and Philippines van

INITER STATES as For Aden, Singapore and Phropose, Sydney, dalla, Aug. 20. USER for Methorner, Sydney, CNTER INSER LINE; For Methorner and Dime-dical and Wellington, Lyttelion and Dime-sial and Wellington, Lyttelion and Dime-sial Method Price Line; For Triannille, Ade-late Method Price, Sydney and Bristanne-Birk

INTER TYMER LINE For tremmite Adderected, and 2.5 Scholar and 2.5 Fraulton, Aug. 3.7 Fraulton, Aug. 3.8 Fraulton,

From Philadelphia, Pa.

CRESDIPPHATAN LINE: Secrete 1s are appublished.
HAMIC REAL AND RICK MANY FOR THE MAINTAINE THE BOTTOMAN AND THE MAINTAINE THE MAINTAINE THE MAINTAINE AND THE MAINTAINE THE MAINTAINE AND THE MAINTAINE MAINTAINE THE MAINTAINE AND THE MAINTAINE THE MAINTAINE AND THE MAINTAINE AND THE MAINTAINE AND THE MAINTAINE THE MAINTAINE AND THE MAINTAINE THE MAINTAINE AND THE

AND A SAN OF The Park and Naples Already and March and Park and Pa

From Boston, Mass.

ALLAN LANK For Hassonew Namidian, July 21: Partislan, Ang. 1, Namidian, Ang. 18 and 14 and 15 and 16 and 16

RAYANA LANG TO A and M Polar M LEVIAND LINE: For Machester-Catedonica.

(Continued on page 38.)

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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS -- Continued from page 36. See notice at head of Page 35,

(Conlinued from page 36.)

NAVIGAZIONE GENERALE ITALIANA: For *RED STAR LINE: For Antwerp Samiand, July 27; Muniton, Aug. 10; Marquette, Aug. 24; Menoulnes, Aug. 31.

SCANDINAVIAN - AMERICAN LINE: For Christiania and Copenhagen Louislana, about

INITED FRUIT CO.: For Port Antonio, Janualea Every alternate Wednesday. UNITER FRUIT CO.: For Port Limon - Every WARREN LINE: For Liverpool-Sachete, July *WHITE STAR LINE: For Gibrultar, Naples and Genoa-Canople, Aug. 12; Remanle, Sept.

*WHITE STAR LINE: For Liverpool-Zeeland, July 18; Cymrle, Aug. 1; Arable, Aug. 15; Zee-land, Aug. 29. WILSON'S & FURNES-LEVLAND LINE: For London-Auglian, July 21; A Stomact. Aug. 4 WILSON LINE: For Hall-Gullieo, July 26; Idaho, about Aug. 16.

From Baltimore. Md.

ATLANTIC TRANSPORT LINE: For Havre-Moddle, about July 21; Montang, about Aug. ATLANTIC TRANSPORT LINE: For London-Philadelphia, Aug. 11; Mackinaw, Aug. 25.

DONALDSON LINE: For Glasgow-Pyllda. FURNESS LINE: For Leith-Venaugo, about *HAMBI RG-AMERICAN LINE: For Hamburg Boshin, July 22; Preloria, Aug. 6; Ruigarla, Aug. 20; Hethuniu, Sept. 2.

JUBNETON LINE: For Liverpool Templemore, July 22; Vedamore, Aug. 5; Pistermore, Aug. 19. LORD LINE: For Cardiff, Dublin and Belfast-Lord Charlement, July 20; Lord Lansdowne, about Aug. 3.

neout Ang. 3.

MUNMIN LINE; For Colon-Nancy Lee, about July 22; a steamer about Aug. 12.

NEFTUNE LINE; For Rotterham Slogerigk, July 22; Gorredyk, July 29; Amsteldyk, Aug. 50.

24. Andyk, Aug. 30.

Andyk, Aug. 39.
 NORTH GERMAN LLOVD: For Bromon-Rhein, July 19; Malo, July 23; Cassel, Aug. 25; Necker, Aug. 16; Brendenburg, Aug. 30; Rhein, Sepl. 6; Koein, Sept. 13.
 SCANHINAMIAN-AMERICAN LINE; For Christian and Capelburgen-PenticyPontla, about Aug. 50;

BER STAR LINE: For Aulwerp-Mobile, July 21; Philadelphian, Aug. 11; Muckinaw, Aug. 25. INITED FRUIT CH.: For Port Antonio, Jamaica A stemmer every Wednesday, Ju a. m.

From Norfolk and Newport News, Va.

CHESAPEAKE & OHIO S. S. CO., LTD. (Virginia Line): For Llyrpool and London-PHYALIGON LINE: For Glusgow-Pythia, nbont Aug. 12: Almora, about Sept. 10. HAMHIRG-AMERICAN LINE: For Hamburg-Boanla, July 27; Plsa, Aug. 10. HOLLAND-AMERICA LINE: For Austerdam and Rotterdam-Amsteldyk, about Aug. 2:

Rotterdam Amst k, about Ang. 30. NORWAY-MEXICO GULF LINE: For Havana, Paorto Mexico and Vera Cruz-

From Galveston, Texas.

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For Vern Vrizz. Paerto Mexico. Minathlam
and Progress-Sixth of each month from Gaiveston or Port Arthur. AUSTRIC-AMERICANA LINE: For Barcelona Venice, Trieste and Flune-A steamer alemi

Aug. *BUOTH LINE: For Liverpool

CASTLE LINE: For Aniwerp Middleham Castle, end of July. CREOLE LINE: For Barcelona, Genca. Leghorn

GULF TRANSPORT LINE: For Bremen GULF & CENT. AMER. BANANA & S. S. CO.: For Puerlo Cortes—A steamer about every 5

HAMBI RG-AMERICAN LINE: For Hamburg lora, middle of July; Schwarzburg, early Aug ltora, middle of July; Sel Regina, middle of Aug. HARRISGN LINE: For Liverpool

BOGAN LINE: For Havre--Mallewan, end of

LARRINAGA LINE: For Manchester-

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NORWAY-MEXICO GCLF LINE: For Rotterdam, Stavanger, Christiania, Copenhagen and Gothenhurg-Nordkyn, about July 20; Texas, about July 30. SUITHERN S. S. & BANANA CO.: For Fron-ters A stemper about every 5 days. INITED STEAMSHIP LINE: For Havans— Stemper 1st and 15th of each month.

UNITER STEAMSHIP LINE: For Santiago de Cuba and Kingston Str. Progress, 15th of UNITED STEAMSHIP LINE: For Matanzas. Manzanillo and Clenfuegos-Steamer 1st of ano mud onib

WILLIN LINE: For Tampleo, Vera Cruz and Pherto Mexico-A steamer (from Texas City) about every 10 days.

From New Orleans, La.

ATLANTIC & MEXICAN GULF 8, 8, CO.1 For Vera Cruz, Paerto Mexico, Minatitian and Pro-greso-First of each month. AINTRO-AMERICANA: For Barcelons, Marsell-ies, Venice and Trieste—A steamer end of July; Irene, about Aug. 25.

BECKER'S CREOLE LINE: For Marsellies Genos, elc.—Ceres, about July IN: Fora Ba-ten, about Aug 6; a steamer, lale Aug. BLUEFIELDS STEAMSHIP CO.: For Bluefields

COMPAGNIE GENERALE TRANSATLAN-TIQUE: For Havre and Bordeaux—Guatamala, about July 15; Texas, about Aug. 7; Lonislane, about Aug. 20. FOLCH-PINILLIIS LINE: For Operto and Bar-celonn-Mignel M. Pinilos, about July 25; Conde Winifredo, Aug. 9; Balmes, Aug. 26. GANS STEAMSHIP LINE: For Reiterdam and

HAMBURG-AMERICAN LINE: For Hamburg-Teesbridge, about July 25; Hoerde, about Aug 12; Portugund, about Aug. 28.

HARRISON LINE: For Liverpool-Wayfarer, July 25: Engineer, Aug. 5: Student, Aug. 15; Wanderer, Aug. 15, Custodian, Aug. 20 HEAD LINE: For Belfust and Dublin-

LA COTONIERA LINE: Steamers ldg. for Genoa and Naples—See "Pelree Coloniera Line." LAMPORT & HOLT LINE: For Answerp-Aug. 30. LEVLAND LINE: For Manchester-

LEYLAND LINE: For Havre-

LEVIAND LINE: For Liverpool-Mexican, July 18: Mercian, July 20: Wm, Cliff, Aug. 6; Asian, Aug. 14; Janualean, Aug. 30. LEVLAND LINE: For Bremen-Medlan, July 26: a sleamer, late Aug.

LEVLANK LINE: For Aniwers and London-L'oben, July 23: Oxonian, Aug. 39. MALLAV-PHENTICE LINE: For Glasgow -Denaly, about Aug. 7. MuNTES LINE: For Progress-Steamer ever)

MURGAN LINE: For Havana-Every Saturday. NEW YORK & PORTO RICO S. S. CO.; For Porto Rico-Ponce, July 25; Santurce, Aug. 5; Musapespu, Aug. 15.

NORWAY-MEXICO GILF LINE: For Stavanger. Christiania, Gothenburg and Copenhagen Texas, about July 31; Noruega, about Aug 20. PEIRCE-COTONIERA LINE: For Bar Genoa and Naples-Sicania, about July Barcelona

PINILLOS LINE: See "Folch Pinillos Line."

PRINCE LINE: For Bremen-Swedish Prince, about Aug. 17. about Aug. 17.

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each mouth. t NITED STEAMSHIP CO.1 For Sautings de Cuba and Kingston-A steamer 11th of each mouth. VOGEMANN LINE: Sturs, big. for Rotterdam.

sitex and Cette

WOLVIN LINE: For Vera Cruz and Tampico-Star, about 1st, 10th and 20th of each month.

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AUGUST, 1911

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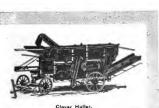
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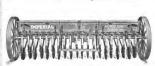
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NEW YORKLv.	Sat.	Aug.	19	Sept.	2	Sept.	16	Sept.	30
Antilia (Nipe Bay, Cuba). Lv.	Wed.	**	23	46	G		250	thet.	4
Kingston (Jamaica)Lv.	Fri.	66	*35	94	8	81	1413	0	11
ColonArr.	Sun.	68	25	0.6	10	0.0	24	89	N
ColonLv.	Tittes.	**	20	0-0	12	**	21	60	10
Cartagena	Wed	**	30	**	13	44	-	64	11
Savanilla (P'to Colombia), Lv.	Thurs		31	**	14	44	28	**	12
P'to Cabellol.v.	Sat.	Sept.	22	**	16	84	30	**	14
Trinidad (Tobago via									
Trinidad)	Tues	64	5	**	19	Oct.	-3	**	17
BarbadesLv.	Wed.	**	6	**	20	44	4	84	18
CherbourgArr.	Mon.	84	18	Oct.	2	66	10	64	30
SOUTHAMPTONArr.	Mon.	**	18	44	2	0.0	16	+1	30
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Vol. X.

AUGUST 15, 1911.

No. 4



WISHING SUCCESS TO RECIPROCITY.



The "EXPORTERS' REVIEW" is furnished to all subscribers to the Exporters' Encyclopædia. It is a vital part of the Encyclopædia, as it contains the "correction notes" which keep that work up-to-date and absolutely correct. The Encyclopædia is a complete export shipping guide.

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CHARLES PIGOTT , , , , President and Treasurer

NEW YORK, AUGUST 15, 1911.

HAROLD II. GALLISON

RECIPROCITY TREATIES IN FAVOR.

I T is to be hoped that the efforts of the United States to arrange a reciprocity agreement with Canada will not be multified by an adverse vote by the Canadian people. There is no doubt that we need many products of Canada as badly as they need ours and the bill, as passed by the U. S. Senate, seems eminently fair to both sides.

Reciprocity with Canada ought to double our exports to that country within the next five years and run them up to \$500,000,000 within the next ten years. Canada is not a manufacturing country and needs almost everything that is produced in our factories: while, on the other hand, we need her timber and agricultural products.

In the meantime our Southern neighbor, Mexico, is making overtures for similar favors, which will no doubt result in an early reciprocity agreement. The Chinese Wall idea of an import tariff is losing favor in most civilized countries and reciprocity treaties are only the forerunners of the free trade that will eventually obtain between nations.

WONDERFUL IRON AND STEEL EXPORTS.

A N increase of over \$51,000,000 in the exports of iron and steel manufactures and a decrease of over \$4,000,000 in the imports of this class of merchandise are striking characteristics of the foreign commerce of the United States in the fiscal year ended June 30, 1911. Iron and steel manufactures exported aggregated \$230,725,351 in value, against \$179,133,126 in 1910 and \$183,082,182 in the former high record year, 16,08.

The exports of iron and steel manufactures in the fiscal year 1911 were \$\$1,502.165 in excess of those of the preceding year and \$46,743.169 in excess of the highest record ever made prior to 1911. Ten years ago, in 1901, the exports of iron and steel manufactures amounted to but \$117,000,000; twenty years ago, \$29,000,000; and thirty years ago, \$16,500,000, speaking in round terms. The chief growth has occurred in the last dozen years, the total having touched the \$100,000,000 line prior to 1990, in which year it was \$122,000,000.

All the world takes American manufactures of iron and steel; Cauala, Mexico, the West Indies, South and Central America, United Kingdom, France, Netherlands, Germany, Asia, Africa and distant islands on the opposite side of the globe are purchasers of the various articles of iron and steel, ranging from structural iron and steel and machinery to more delicately adjusted classes such as cash registers, adding machines, firearms and engines.

MANUFACTURED EXPORTS OUR SALVATION

 $I\!N$ a general way the change in the character of our exports in the last ten or twenty years, from products of the soil to a point where our exports now include 45 per cent, of manufactured goods, shows that, if we are to maintain the growth of our foreign trade, it must be by reaching foreign markets more and more with our manufactured products. They must compete in such markets with those of other manufacturing countries, and one of the necessities in promoting such trade is economizing cost of production.

Another thing is necessary in extending exports of manufactures and that is encouraging imports of those things which can be bought abroad at better advantage than they can be produced at home. There is no getting around the fact that exports are paid for indirectly with imports, values being set off against each other and balances being settled first or last in gold. To obstruct imports is to hinder exports and to make imports costly to get is to reduce the amount of them received in proportion to the value parted with.

EXPORT COMMISSION HOUSES.

UNDER the head of Export Commission House Buyers, in this issue, we give some reasons advanced by well known export merchants why American manufacturers should play fair with these pioneers in export trade, to whom a large part of the success of our manufacturers in foreign countries is undoubtedly due. We will resume our regular series of articles under this head, descriptive of the best known export houses, in the September issue.

NOW SECOND IN RUSSIAN TRADE.

F OR the first time in the history of Russo-American trade relations the United States has spruing into second place in the list of exporters to Russia, ousting Great Britain. This result is due to several causes, among them the advantage taken by American manfacturers of agricultural machinery to meet the increased demand in Russia.

How To Increase Our Trade With Cuba

Mr. J. Notion Pollomans, the online of the following particle, was here in the previous of Camagings, Chain, In StO, list was extensed in New York, where the afterwards weeked as a reporter on the "World" and "Hersh". Leaving New York, the joined the staff of "33 Unit of the previous of the "World" and "Hersh". Leaving New York, the joined the staff of "33 Unit of the the partial New York and the staff of "33 Unit of the the partial New York and the staff of the Staff



HE question of credits in Cuba, to my mind, and I believe that I voice the opinion of a great many of the leading merchants there, is the principal factor which prevents the United States from increasing, in a very marked proportion, its trade with Cuba. The

European houses are always willing to give long credits, the reason being very apparent, inasmuch as they can go to their banking institutions and discount

long-term drafts against reputable business houses in our markets, and thus se-English houses, on cottongoods for example, give long credits at five and six per cent, In cases where the firms are of a recognized standing, the manufacturer will carry an open account and they will pay reciprocal interest of three, four, five or six per cent per annum. This also is the practice among the German houses, while the Spanish generally sell for cash, and if they give credit at all, it is for a period of from four to six months, on which six per cent is charged. The European merchant is always willing to give from four to six months time in exchange for five or six per cent interest, as he can readily get his money at his bank for two or three per cent; it is clear therefor that he can make a profit by the opera-On the other hand, like the American houses, cent for cash ten days after they generally give two per the receipt of the goods, but it rarely happens that an

American house gives sixty days.

If the American houses would accept a formula similar to this, there is no doubt that their business would considerably increase. Hardware is generally sold on sixty, ninety or one hundred and twenty days' credit, with six per cent interest. Provisions, such as lard, ham, etc., are generally sold from the United States at sight draft, bill of lading attached, or where the firm is well known, settlements are made within a week, generally on a Saturday, by means of exchange on New York. Corn, oats, bran and hay are generally sold at sight draft, bill of lading attached:

flour, generally on thirty days' credit, less a small percentage for cash. Lumber is generally sold, at sight draft, bill of lading attached, payable initely days from acceptance. Jewelry is also sold on long terms, although the large jewelry manufacturers of Europe make it a custom to consign large quantities of jewelry, silverware, etc., to first-class houses in Cuba to be sold on a commission basis, and the seller receives a liberal percentage commission.

In touching on this subject I realize fully that, for the time being, and in view of the large volume of trade that exists in this

country, and the many important markets for American products, the average American firm will not give the credits that the European firms do, but I feel it my duty to place before American manufacturers and merchants the truth, as regards trade with Cuba, so that they may know all there is to prevent them from controlling our trade.

A great many merchants in Cuba complain of the fact that shippers in the United States, in order to favor special transportation lines, route their merchandise in a manner detrimental to the interests of the consignee. For example, a merchant shipping goods from Chicago, St. Louis or Cincinnati should ship by the shortest route. One would naturally suppose this to be via a Gulf port. It often happens that a shipment from these points sent via New York, consumes more

we obtains. La.

It must be borne in mind that a great many buyers in Cuba make it a rule to place their orders so as to receive their flour, corn, lard, bran or packing-house products every week. Therefore if, by reason of this erroneous system of routing shipments, the merchandise does not arrive within a reasonable length of time, the merchant will find himself without stock of a special kind of merchandise, and will probably lose valuable sales of that article. When a shipper receives an order he should ascertain the shortest route and ship it by that route, regardless of the promises and blant is that the shortest routes and ship it by that route, regardless of the promises and blant.

dishments of the traveling freight agent of a railroad.



J. NELSON POLHAMUS, Consul of Cuba, at New Orleans, La.

There is no doubt whatever that considerable of the cargo which goes from central points to Cuba is erroneously routed, and it is to the interest of manufacturers to institute a system which will lend itself to better and quicker delivery.

The preparation of consular invoices is one of the most important details to be attended to in shipping merchandise to Cuba. When a shipment arrives at a Cuban port, the merchant must make a customs entry, in duplicate, accompanying same with the original Consular invoice and original bill of lading, and a copy of each. In cases where the consular invoice is made in a foreign language, a certified translation must be presented to the Custom-House at the time of filing the entry. Consular invoices must show the name of the shipper, the steamer on which the goods are shipped, the consignee, the marks, numbers, gross and net weights, value, selling price per dozen, pound, barrel or crate, as the case may be, the total value, but more especially it must describe the merchandise in such a manner that the appraisers can classify it. In other words, if a pump is shipped, and it is composed of iron, brass and copper, it is not sufficient to specify in the invoice, "one pump," The merchant should specify a pump, made of iron, steel, copper or brass, as the case may be. In the same manner a piece of furniture which is made of oak, should not be specified, "one table," and if it is carved, it should be specified. "carved," and if it has incrustrations of gold or silver, this should be specified. The reason for this is that, when an appraisal is made, in a great many cases, the dominant material in the article is the one which determines its classification. In the same way, the weight should be given accurately, and the merchant must bear in mind that, as in the customs tariff of the United States, whenever there is a difference in weights exceeding a certain percentage, a penalty of one per cent. is assessed for each one per cent, of the difference in weight or value up to a certain amount, after which the merchandise is confiscated. Should an invoice be rejected for the reason that it is faulty, the merchandise is generally placed in a warehouse, the charges being paid by the receiver in Havana until such time as a corrected invoice is certified to by the Consul and presented at the Custom House by the consignee. Therefore it is of the utmost importance that manufacturers should prepare their invoices in the proper manner, because if the consignee has difficulty with the shipment, he will place his next order with another merchant who can give him the articles he desires without compelling him to have difficulties with the customs authorities. In the preparation of bills of lading great care should be taken, especially where the bills of lading are through bills of lading from an interior point, in which case the specifications should give the name of the initial railroad or other route and the name of the steamship or steamship company, giving the names of the consignee and the shipper or firm in full, so that there will be no misrepresentation either at the point of shipment or at the point of reception. If it is possible, where a firm has a name such as Jose Rodriguez & Company, it should not be abbreviated to Rodriguez & Company, for there may be three, four or five firms of that name in that city, and it will lead to a delivery of the merchandise possibly to the wrong person.

One of the greatest compilaints that exists in Cuba against the merchants of the United States is the packing of merchandise for export. It is well to remember that the principal loser in the matter of shortages or breakage by reason of bad packing, is not the con-

signee, but the shipper, for the reason that if a firm does not pack the goods properly and there are continual claims filed against the transportation company, the consignee will eventually change correspondents and the business will be lost to the firm, While in Havana recently, the General Agent of the Southern Pacific Company called my attention to a pile of claims on his desk for shortages on flour sacks. On investigation at the wharf, I found that the great difficulty lay, first, in the fact that the sacks were not sufficiently sewed, the stitches in many cases were taken down too far in the material and in handling them great gaps were torn, through which the flour sifted. The seam or roll at the top of the sack should be laid and sewed more closely, and with more stitches, so that the strain will be less on both sides. My attention was also called to the manner in which corn was shipped. I saw a shipment of corn in sacks so thin that you could almost tear them with your fingers and as a result when three or four sacks were put into a sling to be loaded or unloaded, being so badly sewed, the pressure broke the stitches and the corn ran out. I have seen shipments of cotton goods sent from the United States in pine boxes without any protection whatever on the inside, and the result was that the boxes being exposed to the weather, the contents were badly damaged and were rejected by the consignec.

It very often happens that in strolling along the wharves in Havana you will observe a huge box or barrel containing glass ware with this inscription: "Handle with Care-Fragile," It is plain that the shipper, filled with a most laudable patriotic enthusiasm, imagines that the English language is universal and that away off, 800 or 900 miles from the shipping point, the workmen on the wharf will be able to read and understand the recommendations that these words carry with them. How easy it would be to put those words in the language of the country to which merchandise is going. Would it not be much easier to ship cotton goods or prints in bales, properly protected, or if in cases, with a lining of anti-damp paper or other material, which would protect it in case of being exposed to the heat and rain? In the matter of packing, there is no doubt whatever that the American indifference places this country at the foot of the list, for in the order of merit for packing for exportation, France stands first, after it Italy, Germany, then England and finally the United States. It is a pleasure to open a case of merchandise shipped from any of those European countries, or to see a consular invoice made out by any of those merchants. Every package is neatly tied, every item is specified, all the weights are correct, and all articles of the same class are grouped and packed together.

I believe that the solution of the matter of pseking could be reached if the transportation companies
were to exercise greater care in receiving merchandise,
especially if it is for export. It is clear that the
transportation companies, in the majority of cases,
pay for the careles-sness of the shipper, but at the same
time they are accessories before the fact, inasmuch
as they accept merchandise which, at the time of
acceptance, it is plain, will not arrive whole at the
point of destination. Therefore, in my opinion, if the
transportation companies, as a matter of self-protection, and to avoid constant claims and fights with
shippers, were to exact better packing when
accepting merchandise, especially for export, it would
lead to a saving in money to both.



The following article by a committee of well-known expert man, was published recently in a special pept of the American Manufacturers' Expert Association, 30 with Avenus, New York, it sets forth some reasons why American manufacturers should consider the interests of the export commission bouses in extending their feerigal trade.



HE export commission house has been for many years the pioneer in the introduction in foreign markets of American manufactured goods, and it is generally conceded that they are an effectual asset to the manufacturer in placing his good abroad. It cannot be denied that, in prac-

tically every instance where a manufacturer has grown to be a factor in the export trade, his goods were first placed abroad and a demand created through the enterprise of the commission house. The manufacturer, therefore, should not forget the great aid extended to him and the efforts put out in his behalf by the export house, and fair and due protection should be given in all cases to the commission house so that they may be reasonably continued as factors in a trade they have established, and the manufacturer, in any subsequent efforts he may make for the extension of his foreign trade, should not overlook the rights of his former friends.

If the manufacturer desires, his trade having grown to sufficient volume to warrant, and he is willing to undergo the expense of sending his traveler abroad, the commission houses have always recognized that he was justified in so doing, and agree that such method is the part of wisdom and the best way to bring good results. The commission house has always been agreeable to lend its aid to such traveler, and to facilitate his efforts in every way. The export houses feel justified in asking, however, that such traveler should not, by concurrence with the manufacturer, endeavor to take away their business, and offer terms and conditions which are in any particular better than the basis on which they are doing business with said manufacturer.

The export commission house realizes that there are exceptions to all rules and that, at times, it may be necessary for manufacturers of special lines to do a portion of their trade direct, but if established, the trade should only be with new firms who are not ordering through the commission houses, and under no circumstances should the foreign buyer, either in price, financial terms or otherwise, be given concessions which would be inimical to the interests of the commission house, thus placing the foreign buyer on a better status than the export firm in New York.

By doing business through the commission house the manufacture runs no financial risk whatever, is relieved of the burden of making up documents, drawing drafts, attending to the shipment of goods, etc. The commission house assumes the financial responsibility on behalf of the manufacturer and often suffers thereby. The manufacturer, if he cares to take this risk and draw direct, shoulders this burden, and is bound to make some losses through failures.

As is well known, the export trade has practically, by reason of combinations between the manufacturers themselves, developed into an absolute cash basis, and most manufacturers now sell on 10 to 30-day terms, subject to a cash discount of 2 to 5 per cent. if said terms are complied with by the commission house. The wisdom of manufacturers in placing the export trade on a strictly cash basis is open to considerable question, but the commission house takes no exception to the position, excepting to point out that the conditions which prevail in foreign countries, as England, Germany, etc., which countries compete with American goods abroad, differ, and manufacturers in said countries freely extend the commission houses reasonable credit. This is an extra burden which the commission house here has to carry for the manufacturers' benefit, practically providing a prompt asset to run their business, and it further handicaps the commission house as they, on their part, are unable to extend terms abroad and renders it difficult for them to compete with their commission competitors abroad on an equal basis.

If manufacturers do direct trade they should demand from the foreign buyer cash in New York or the cash discount should not be conceded to foreign buyer. If manufacturers act otherwise they are discriminating against the commission house, should also refrain from selling abroad except on a drawing basis similar to the commission house, and, to be just, should charge an extra price to cover their financial risk. The commission house would point out to the manufacturer the unwisdom of quoting their lowest export prices to those who write them from abroad asking for prices. Inquiries should first be made to find out the standing and status of the firm, and whether they are worthy of credit. Indiscriminate quotations often do harm to the manufacturer and injure the trade, which may have been already established with legitimate importing houses in that

The commission house considers that manufacturers should pnote at least 5 per cent. higher prices to firms abroad than is conceded to cash buyers in New York, and the status of the inquirer should be established before any quotation is made. The commission house is always ready to aid and place their knowledge at the command of the manufacturer, under proper and fair conditions. The commission house recognizes the justification of the manufacturer in asking that no substitutions of their goods should be

(Continued on page 26.)

THE LUMINATOR FLAMING ARC LAMP

GIVES a MINIMUM of 3 500 CP. CONSUMES LESS THAN 1/8 Watt per Candle

RECARBON ONCE IN 35 HOURS

INDOORS AND OUTDOORS ON AC OR DC

Lord Manufacturing Co.

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SHAVE-FOAM

Instantly foams into rich, creamy, healing, refreshing lather,

Greatly improves the complexion.

Purs and antiseptic, it heals and prevents irrita-tion. Requires practically no rubbing. Quickly softens stiffest beard. Perfect for shampooing. No waste. Sample Tube Meiled for 2c. stamp; 2/2 oz. Tube 25c. Order for export direct or through New York Commission Houses.

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The Finest Product that Skill and Careful Workmanship Can Produce



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Artificial Flowers and Feathers

The latest and most elegant and attractive manufactures in this line. Artificial Flowers, Leaves, Feathers, etc., supplied by

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Samples to be accounted for with orders.

Direct Importers of Raw Ostrich Feathers Export to all Countries

F. W. DEVOE & C. T. RAYNOLDS CO.

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(Established 1754) We are the Oldest and Most Extensive Manufacturers of

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DON'T BUY HEAVILY Adulterated GOODS SOLD

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Hindley & Pendleton Co. SHEET METAL WORKS

SEAMLESS STEEL PIPE of any diameter for MINING PURPOSES WELDED SEAM TANKS PIPE FOR VENTILATION of Galvanized Iron Punched and Formed ready for

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American Pianos Popular in South America

Chicago and New York are now the largest piano producing centres in the world, turning our instruments, which are shipped all over the world. Manila alone within the last two years has taken over 1,100 pianos. Mexico until the recent troubles overtook that republic took more than 6,000 pianos annually from Chicago alone, while Central and South America, especially the Argentine Republic, have been great purchasers of American pianos.

Up to a few years ago Germany sent all the instruments that were shipped to these countries. But the German woods in the cases would not stand the climates. It was Milwaukee that first discovered this and sent trade emissaries to the far away lands. Within a few years the United States has built up a large export trade in this line. What holds good of the piano also holds good of land instruments.

American Customs-Head for Liberia Appointed

Reed Paige Clark, of Vermont, has been selected by President Talt for appointment by the Government of Liberia as general receiver of customs of that Republic. The amount of the recent loan to Liberia made by American, British, French and German bankers approximates \$1,50,000. In addition to the American receiver general there will be customs receivers of the four nationalities, selected by their own governments.

Should Cause Demand for Construction Material

Constantinople is about to rebuild the section recently destroyed by fire and has advertised for bids for the construction of 10,000 houses. United States Consul Ravendal, at the Turkish capital, says a splendid opportunity is thus presented to American contractors and both the Departments of State and of Commerce and Labor are interesting themselves in laying the matter before them.

Cunarder "Aquitania" to Be Largest Vessel

The plans for the new steamer Aquitania, which the Cunard Company is building at Clydebank, have been modified to make the vessel the largest in the world. Her length will exceed 900 feet and be ten feet greater than the 30,000-ton liner Imperator which the Hamburg-American Line will put into service in the spring of 1913. It is also stated that the Aquitania will be one knot faster than her German rival. The original specifications called for a length of 885 feet and a speed of 23 knots an hour. She will accommodate 4,000 passenged, 4,000 passenged, and hour She will accommodate 4,000 passenged, 2000 passenged and 1910 passenged 2000 passenge

British Trade Dominant in South America

An estimate of Great Britain's share of South American trade past is at 35 per cent, the next most favored nation being Germany, with 16 per cent. The preponderating share of England in the commerce of South America is not inconsistent with English investments in that part of the world. Nearly 3,000,000,000 of British explish laws gone into Latin-America, the calculation made recently by the Chilean Consul in London putting the total of \$3,000,000,000 and this takes no account of Mexico and the Isthmus. Five-sixths of this total is represented by investments in Argentina, Brazil and Chile, the last named country having received, however, scarcely one-tenth of the amount invested in the first two named.

New York Dock Co. Increasing Its Facilities

With its three miles of waterfront, the New York Dock Company owns and operates the largest bonded and free warehouse system in the western hemisphere, as well as the largest pier system in the United States. There are three main terminals, the Fulton, the Baltic and the Atlantic. The Atlantic Basin has six piers and wharves, the Commercial wharf in its rear being lined with four warehouses. One of these, the Franklin, is now being torn down and will be replaced by a reinforced concrete fireproof building, equipped in the most modern manner for insurance purposes, and the best handling of goods. It will be 460 feet long, 80 feet deep and six stories high. Tracks on the bulkhead side of the building give connection with all the railways entering New York, their cars being floated to the terminal from the various railway depots round the harbor. A second building, to be known as the Nye building, will run from Commerce to Bowne street. These two buildings involve an outlay of about \$400,000 each. They are intended for leasing to manufacturers, several industries being already located in the district. Others are to be built of the same size and class in due course.

Altogether the New York Dock Company has over two hundred warrhouses and other buildings, forty piers, open covered, ranging from 400 to 3,000 feet in length, several yards, three railroad terminals, and is in direct communication with Manhattan by means of five ferries, while the approaches to Manhattan and Brooklym bridges are close to its noper end.

Canadian Locomotive Works to Be Enlarged

The present plant of the Canadian Locomotive Company, at Kingston, Ont., is entirely inadequate to handle its orders, there being contracts in sight which would keep an augmented plant busy until the end of 1913, the owners of the plant—a powerful syndicate of English and Canadian capitalist—intent to enlarge the works so as to cope with the increasing demands for locomotives in Canada. The present output is not much over 75 engines a year—depending on the type required—and many valuable contracts have to be declined owing to the company's inability to deliver. It is now intended to double the capacity of the plant, and perhaps treble it.

Post Office Ruling on Adhesive Stamps

No adhesive stamps, or imitation of stamps, of any form or design whatever, other than lawful postage stamps, are now allowed to be affixed to the address side of domestic mail matter, but that such adhesive stamps, provided they do not in form and design resemble lawful postage stamps and do not bear numerals, may be affixed to the reverse side of domestic mail matter. I domestic mail matter bearing on the address side adhesive stamps, or imitations of stamps, other than lawful postage stamps, will be returned to the sender, if known, otherwise they will be forwarded to the Dead Letter Office.

Well-Equipped Sugar Mills in Formosa

The island of Formosa is equipped with better and more modern sugar mills than any other country in the world, of the seventeen great mills there nearly all have been built within five or six years, and they are equipped with the very best me chinery that could be obtained in the United States, Germany and England.

SOUTH AND CENTRAL AMERICA, ETC.

Railroad and Harbor Construction in Argentina

The Argentine government has accepted the tenders of a London firm for the construction of the new docks, etc. as Bueson Aires at a cost of \$2,16,240. The works are to be begun within six months from the date of signing the contract and are to be completed within five years. The works are to be constructed in such a manner that there will be a depth of water sufficient in such a manner that there will be a depth of water sufficient in the channels and docks for the entrance of vessels drawing thirty feet. The length of mooring walls, with complete installation, will be topogo (t., and the width of the docks will be 37f. the

In addition to the above important undertaking, the Government has the following works in course of construction or about to be commenced: Construction of customs depots and amplification of the existing ones, \$8,900,000; Palagonian Railway, \$16.700,000; railway from Diamanti to Gururu Cuati, \$10,600,000; construction and equipment of the National railways, \$20,000,000; palace of justice, \$3,960,000.

American Capital Invested in Cuba

Estimates of the aggregate amount of American capital invested in Cuba vary through a wide range, some as high as \$8,500,000,000 and others as low as \$100,000,000, but based upon the best information obtainable it is the opinion of Consul General Rodgers, of Hayana, that the total amount of American capital invested in Cuba approximates \$250,000,000; or ther lands and real estate, \$150,000,000; agricultural investments, \$5,000,000; or the real real estate, \$150,000,000; mines and mining enterprises, \$15,000,000; mercantile and manifacturing investments, \$25,000,000; mortgages and credits, \$200,000,000; build hillies, \$3,000,000; total, \$190,000.

To the above partial estimate \$30,000,000 may be added as representing the share which Americans hold of the Government indebtedness of Cnba.

Chilian Submarines to be Built Here.

The Chilean Government has awarded to the Electric Boat Company of New York a contract for building two submarine boats costing in the aggregate about \$1,000,000. They will be built at Seattle, Wash, and will be sent to Chile, a voyage of about 7,000 miles, under their own power to demonstrate their seaworthiness and radius of action.

There was keen European competition for the contract. It is said at the State Department that this order will be followed by others, as Chile plans a flotilla of thirty or forty boats for coast line defense.

Increased Service From New Orleans to Porto Rico

The New Orleans-Porto Rico service of the New York and Porto Rico Streamship Company is to be increased about October 1 to weekly sailings instead of every ten days, as at present. Two new ships for the freight trade have recently been added to this route, and a third is being built. With the opening of the fall season, a passenger ship will also be sent to New Orleans by this line, to run regularly to Porto Rico.

Progress of Railroad Construction in Chile

Commence of the Commence of th

The railway development in Chile for the next few years contemplates the construction of two new trans-Andine railways to connect the railway systems of the Argentine with the Chileon railways; one of these to be about 500 miles south of the present trans-Andine and the other about 500 miles south. The north line will put the agricultural sections of the Argentine in close touch with the nitrate fields of Chile to the great advantage of both.

The Government engineers have completed the surveys and estimates on nine short lines as feeders for the trunk line known as the Longitudinal, amounting to 252 miles, and are now surveying seven lines, covering 248 miles, that are expected to be ready for contractors by the close of 1911.

To Build Electric Railways in Cuba

New electric railways are to be built in the province of Santa Clara, Cuabla, and important hybroe-electric works will be established for the purpose of supplying the necessary motive power. The mountain torrents of Trinidad will be diverted into a reservoir having a capacity of pillion gallons. The Habanilla water-falls, north of Clenfuegos, are to be harnessed, and it is hoped by this means to obtain the 20,000 hp, which it is estimated will be required to work the 300 miles of railway, for which Americans have secured a concession. The line is designed to connect Clenfuegos with Crueca Manicarague, Santa Clara, Camiguani, Tunas, Fomenta, Sagua, and Calbarien. The concessionary company further undertakes to supply electric energy to the towns through which the railway will pass, and also to a number of sour refineries.

New Steamship Line Between New York and Mexico

The American & Cuban Steamship Line will shortly inaugurate a new service from New York to Tampico. Vera Cruzand Progreso, Mexico, for freight only. The first steamer will be the "Santa Clara," from New York, August 24, for Tampico, Vera Cruz and Progreso. The vessels used will make the tripfrom New York to Tampico in seven days.

American Packing Plant in Uruguay

Messrs. Swift & Company of Clicago have lately purchased for 200000 pccs (\$212,500) a meat saturphtering establishment in the neighborhood of Montevideo, and property adjoining with the most modern character for the frecing and canning of meat, and are profize of content of the most modern character for the frecing and canning of meat, and are prepared to expend about \$5,000,000 on the business. It is calculated that the works will be equable of dealing with about 200,000 head of cartle a year, as well as sheep.

Chile Rejects American Battleship Bids

The Chilean government has refused the American offers for the construction of two battleships of the Dreadmought type owing to the high prices asked. It will accept the offer of an English frim, for two ships, but will require that they be equipped with the gans of Vickers Sons. Maxim. The American offers, it was reported, were reduced nearly \$1,000,000 from the price originally teudered, in an effort to land the contract.

Correction Notes for the "Exporters' Encyclopaedia."

AUGUST, 1911.

To Users of the "Exporters' Encyclopaedia"

Unless the Encyclopædia is kept up to date and is accurate it is of little value; in fact, incorrect information is worse than none at all. These pages (19 to 21) are so arranged that they may be withdrawn from the Review without injury to the book, and handed to the Shipping Department.

The "correction notes" herewith apply only to the seventh (1911) edition.

EXPORTERS' ENCYCLOPAEDIA CO., 80 BROAD STREET,

Correction No. 1, August, 1911

URUGUAY (page 731).

Route 5.

Sailings are now .

For Montevideo, 5th and 25th of each month; for other ports by transshipment at Montevideo.

Correction No. 1, August, 1911.

AUSTRALIA (page 186).

Consular Regulations,

The Australian "trade-descriptions" act has been somewhat modified, but as we have not room to print the modifications in full, we would suggest to subscribers interested that particulars may be obtained from "Tariff Series, No. 17 B," recently issued by the Department of Commerce and Labor, Washington, D. C., which will be sent free upon application to that Department.

Correction No. I, August, 1911.

AUSTRALIA (page 188).

The form of "declaration" for Australia will also be accepted in the case of goods imported into New Zealand, as evidence of the proper basis of value for duty, of the goods appearing upon a shipper's invoice, subject to the collector's right to challenge, at any time, the accuracy of the values upon which duty is paid.

> Correction No. 1, August, 1911. BERMUDA (page 220).

Route 2.

Sailings are now about every ten days,

Correction No. 2, August, 1911. BRAZIL (page 237).

Route 1.

Sailings are now;

For Para, 5th, 15th and 25th of each month, For Manaos, 5th and 15th of each month.

For Maranham, Ceara and Parnahyba, 25th of each month.

Correction No. 1, August, 1911.

COLOMBIA (page 291). CONSULAR REGULATIONS.

The Consul keeps only three copies of the Consular Invoice, but one copy (not certified), should be given to the steamship company, with the bills of lading. The remaining certified copy should be sent to the consignee.

> Correction No. 2, August, 1911. COLOMBIA (page 293).

> > Route 1.

Company requires a copy of the Consular invoice for all ports-this copy need not be "certified" by the Consul, but must be identical in all respects with other certified copies.

Minimum bill of lading for Savanilla (Pto Colombia), Cartagena and Santa Marta, \$3,00, plus extra (government) charges at the rate of \$2.10 per 1,000 kilos, \$2.00 for bill of lading stamp and 1/8 of 1 per cent, on the invoice value of the shipment,

Correction No. 1, August, 1911, SHIPPING ROUTES FROM MOBILE.

Route 2 (pages 785-786).

This service has been discontinued.

La Prosperidad de los Estados Unidos

(Comparada con la de la Inglaterra)

Articulo por el 8r. J. Ellis Parker, de Londres, inglaterra, publicado en el "Public Ledger" de Philadelphia, E. U. A.



A prosperidad de las Naciones no se demuestra con las acumulaciones que puedan hacer de Dineros y Seguridades monetarias, sino con los medios que posean para crear valores, tales como sus Haciendas de agricultura, Fábricas, Minas, Bosques, Fescas, &c.

&c. y los productos de todas estas fuentes de riqueza, han aumentado en los Estados Unidos de una manera maravillosa.

Hace muy poco tiempo que la Oficina del Censo publicó el siguiente estado, preliminario y que densuestra el progreso en los años de,

Valores de los

	Productos de las Haciendas.	Productos de las Fábricas.
	.\$2.212.540.927	\$5.369.579.199
	. 2.460.107.454	9.372.287.283
1900	 3.764.177.706	13.014.287.498
1910	 8.760.000.000	20.000,000.000

Entre los años de 1880 y 1910, el numero de los habitantes de los Estados Unidos, aumentó desde 50.155.783 hasta 93.402.151, es decir un 80%. En el mismo periodo de tiempo, los productos de las Fabricas aumentaron 271% y los de la agricultura, 2057.

La produccion Americana ha aumentado tres veces más que su pueblo y como que este consume la mayor parte de la produccion, es claro que el individuo tiene ahora mucho mejor alimento, ropa, muebles & de lo que tenia hace treinta años y hasta de lo que tenia haca diez años. Incidentalmente los datos arriba demuestran tambien que las quejas de que ahora cuesta mas el vivir, son desgraciadamente muy bien fundadas.

Durante los ultimos años la política economica de las naciones parece haber favorecido a los manufacturas con perferencia a la agricultura y a la insuficiencia de los productos agricolas en casi todo el mundo, particularmente durante los ultimos diez años, se debe el mayor precio en todas clases de comestibles, asi como tambien de lanas, algodones, cuero &c, mientras que por contra los articulos manufacturados han abaratado.

El mayor costo de los productos agricolas, se debe naturalmente a su menor abundancia. En los ultimos diez años, el valor de los productos agricolas ha aumentado 133%, mientras que los de las fabricas solo lan aumentado 47%.

Entre los años de 1880 y 1900, los residentes de Ciudades y villas han gozado bastante prosperidad a expensas del agricultor, gracias a los bajos precios a que se obtenian los productos del ultimo, quien teniendo abundancia se veia forzado á cederlos a bajos precios, mas ahora las condiciones se han reversado y en la ultima decada, el agricultor ha tenido la ventaja, forzando a los que viven en Ciudades &c a darle muy buena proporcion de sus jornales en cambio de sus producciones.

Grandes y chicos, son términos puramente comparativos; y el progreso material de los Estados Unidos, se hace mas comprensivo si lo comparamos con el de alguna otra nacion, como por egemplo, con la Gran Bretaña.

En el año de 1907, tenemos los siguentes datos agricolas;

	Acres en Cultivo de granos.	Acres de Bosques.
in los Estados Unidos	186.780.300	652.000.000
n Inglaterra	8.317.413	3.030.000
	Toneladas de Tri	go. Ganado.
stados Unidos		72.533.996
nolaterra	1 218 200	11 620 112

	Carneros.	Cerdos.	Caballos.
Estados Unidos . Inglaterra	53.240.282	54-794-439 3.967.103	19.746.583

La proporcion de terrenos sembrados en granos en los Estados Unidos, es veinte y dos veces más que los de Inglaterra y en Bosques tienen dos cientas quince veces mas. En el año de 1907, los Estados Unidos produgeron once veces más trigo que la Inglaterra.

Tenian casi doble el numero de carneros, seis veces el numero de reces dies veces el numero de caballos y catorce veces el de cerdos y si a estos datos comparables, agregamos el no comparable, es decir la cosecha del Algodon Americano valuada en nada menos que 8750.000.000, vemos que este producto, solo, vale el doble de toda la produccion de trigo Ingles y adeuas tenemos otros \$750.000.000 en le Valor de los productos de los Bosques, de todo lo que se deduce que la riqueza rural de los Estados Unidos es por lo menos diez veces mas que la de Inglaterra.

El enorme progreso y aumento de riquezas en los Estados Unidos se hace aun mas notable si estudiamos las siguientes cifras.

Valor	de	los	Productos	minerales:
-------	----	-----	-----------	------------

	Estados Unidos.	Inglaterra.
1880	 \$364.928.298	\$419.889.575
1890	 606.476.380	504.013.285
1900	 1.107.031.302	803.025.720
1910	 2.071.607.964	797-743-405

(Conlinua a la pagina 22.)

Correction No. 2, August, 1911. COLOMBIA (page 295).

Route 3.

Minimum bill of lading for Savanilla (Pto Colombia), Cartagena and Santa Marta, \$3,00, plus extra (government) charges at the rate of \$2.10 per 1.000 kilos. \$2.00 for bill of lading stamp and 1/4 of 1 per cent, on the invoice value of the shipment,

> Correction No. 1. August, 1911. COLOMBIA (page 297).

Hereafter Consular Invoices must have, besides the usual information required herctofore (weights, value of the goods, etc.) the total amount of expenses incurred by the goods shipped, from New York to the port of destination, said expenses including commissions, insurance and cost of transportation to the port of entry.

Correction No. 1, August, 1911.

COLOMBIA (page 297). Following is the correct form of declaration (in Spanish) which must appear at the foot of Consular invoices for Colombia. The significance is the same

as the former declaration.

"Bajo juramento declaramos que los precios anotado en este documento son los mismos que cargamos al interesado en la factura comercial, y que los pesos de los bultos estan dados correctamente."

Correction No. 1, August, 1911.

ECUADOR (page 350). Mr. Luis A. Plaza S., chancellor of the Ecuador Consulate, will act as Consul until the successor of Dr. Felicisimo Lopez has been appointed. Dr. Lopez has been appointed Secretary of Finance of Ecuador.

Correction No. 1, August, 1911.

STATIONER

MEXICO (pages 519 to 528). Route No. 10 should be added at Tampico, Vera Cruz and Progreso; also at all places on the National Lines of Mexico where Route 2 is given; also at all places on the Vera Cruz and Pacific Railway and the Mexican & Interoceanic Railway.

> Correction No. 1, August, 1911 ARGENTINA (page 174). Route 5.

Sailings are now:

For Buenos Aires and Rosario, 5th and 25th of each month. For La Plata direct occasionally; for other ports by transshipment at above ports.

Correction No. 2, August, 1911. MEXICO (page 537).

Route 10.

American & Cuban S. S. Line, 27 William Street, New York.

Chartered Steamers:

Pier 7, North River, foot of Rector St., New York, Sailings:

For Tampico, Vera Cruz and Progreso, about every two weeks. For interior points in Mexico by rail from Vera Cruz and Tampico.

Freight only.

REGULATIONS.

Same as Route 2, except that a shipping permit is required and Company's form of receipt must be used in making delivery of freight at dock.

Company keeps three copies of the bills of lading for Tampico, Vera Cruz and Progreso, and five copies for interior points.

Mininium bill of lading for Tampico, Vera Cruz and Progreso, \$5.00; for interior points, full cost for 100 pounds at first-class rates.

> Correction No. 1, August, 1911. PORTUGAL (page 630).

CONSULAR CHARGES. Certification of Consular Invoices, containing five lines of items \$2.20

Six to twelve lines 2.30 Thirteen to twenty lines 2.50 More than twenty lines, \$2.50 plus 2 cents for each line over twenty.

If shipment is less than 45 pounds or 20 kilos weight, and does not exceed 45,000 milreis (about \$45.00) in value, no Consular invoice is required.

Correction No. 2, August, 1911. REPRESENTATIVE FORWARDERS (page viii). The following should be added to the list of Representative Forwarders:

F. E. Wallace & Co., 203 Broadway, New York.

A. T. Paul & Co., 35 Broadway, New York.

D. C. Andrews & Co., 27-29 Water St., New York. Judson Freight Forwarding Co., 17 Battery Place, New York.

Trans-Continental Freight Co., 29 Broadway, New York.

The advts. of the above concerns will be found in the Exporters' Review.

SULAR INVOICES OR CERTIFICATES

OF ORIGIN FOR 11 A ITT MEXICO PHILIPPINES

PORTUGAL SANTO DOMINGO

VENEZUELA CUSTOM HOUSE CLEARANCES

2.50 English Original and Duplicate (Foreign) Checks, Books of 100 Sets, Name printed in any of above 50c extra.

3.00 packages and casks, -

WILLIAM C. SIEGERT

72 BEAVER ST., N. Y. CITY 4 Spanish Bills of Exchange in Books of 100 Sets, - \$3.00 | Pound — Kilo Tables — (from 1 to 1,000,000 English Bills of Eachange in Books of 100 Sets. - 2.50 | Pounds into Kilos). Pounds into Kilos), -\$1.00 Expeditious Measurer, showing solid contents of all

2.00

(Continua de la pagina 20.)

Por lo que se vé que mientras que en 1880 los Estados Unidos produgeron en minerales \$55,000,000 ménos que la Inglaterra, la producción Americana, excedió a la Inglesa en 1910 \$1.274,000,000.

En los siete años entre 1900 y 1907 la produccion de minerales en Inglaterra decayó por valor de \$5,000,000, mientras que la produccion Americana aumentó en la enorme suma de \$0,05,000,000.

Estas cifras demuestrat patentemente gran expansion en un país y lamentable estantio y decainiento en el otro. Y como que el mas importante mineral en ambas naciones es el Carbon, hemos de deducir que mientras que las industrias manufactureras de los Estados Unidos han tenido gran expansion, en igual periodo, las de Inglaterra van deceavendo.

La prueba de que el progreso industrial Americana, sin precedente en la historia del mundo, la benefiado grandemente no tan solo a sus ricos sinutambien a las masas del pueblo, se hace indisputtable si nos fijamos en el consumo de los articulos llamados de lujo y de los que las cifras abajo dán solo una indicación.

Consumo per capita.

	Cafe		Cerveza, Gals.	Espiritus, Gals.
1880	8.78		8.26	1.27
	7.8		13.66	1.40
1900	9.8	65.2	16.01	1.28
1910		82.2	19.79	1.37

Además de que las masas del pueblo gastan ahora musismo más en los lujos de mesa, aun en mayor proporcion gratifican sus lujos personales y caseros y esto se comprueba con la signiente tabla que solo alcanza al año de 1905 por faltar los datos exactos hasta el de 1010.

	Produce	rion de	
		Adornos	Vestidos
	Muebles.	de Sras.	de Sras.
1880	\$77.845.725	\$0.577.840	\$32,004,794
1890	111.743.080	18.047.007	68,164,019
1900	125.315.986	29.409.406	159-339-539
1905	170,446,825	50.777.768	247,661,560
1	de marce	in account.	- =nn()

Y como que los Estados Unidos Exportan muy

poco en Muebles, adornos y vestidos de mugeres, podemos a sumir que todo ó por lo menos la mayor parte de este aumento se debe al consumo del pueblo americano. Mientras que entre los años 1886 á 1905, el numero de habitantes ha ammentado 60% el pueblo, gasta ahora en 1905 125% mas en muebles, 450% mas en adornos y 700% mas en vestidos de las mugeres, que lo que gastaron por iguales lujos en 1886, aumentando sus gastos mayor y precisamente en los mas fittles luíos.

Podría arguirse en vista de esto, que el pueblo es mas pródigo ó extravagante en sus gastos, mas la verdad es que no son mas ricos hoy que lo eran en el pasado, si tanto y que lo que antes se ahorraba y guardaba en los Baucos de ahorros, hoy se gasta en adornos y ostencion.

Y sin embargo esto que continuamente se alega con toda la ínerza argumentaria, es erronco, pues la estatistica financiera demuestra que apesar de esta fúsica de la capacida del pueblo americano, ahorran hoy más que antes y la prueba la tenemos comparando las estatisticas de America con las de Inglaterra, y la comparación es sorprendente, por egemplo:

	Depositos	en los Bancos d	le Ahorros.
	Estados	Estado	Gran
	Unidos.	de N. York.	Bretaña.
	\$819.106.973	\$319.258.501	\$388,605.420
1890	 1.550.023.956	550.066.657	556.426.795
	2.389.719.954	922.081.596	935.627.810
1910	 4.070.486.247	1.526.935.582	1.097.618.145

En 1880, los depósitos en Bancos de ahorros en todos los Estados Unidos eran solo doble los de Inglaterra, mas ahora son cuatro veces mayors y los ahorros en el Estado de New York, solo, cou una población de 9.113.279 almas son 50% mas que los de Inglaterra con sus 4,5000,000 de habitantes. Individualmente, los depositos del Estado de New-York son \$1/8.00 per capita mientras que los de Inglaterra solo son \$24,600 per persona.

Con lo expuesto queda probada la sorprendente prosperidad del pueblo de los Estados Unidos, quienes deben agradecer a sus legisladores, comerciantes y el mismo pais, resultados tan esplendidos.

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See Circulation Statement on page 9 of this Issue.



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EUROPE-GREAT BRITAIN AND THE CONTINENT

Ambitious Railway Program in Turkey

The Turkish Government, it is reported, has decided to build the following railways:

(1) A line from Prishtina, Perlepe, Dibra, to San Giovanni de Medua. (2) An extension from Monastir, via Resua, Ochrida, Serfidje, and Yanima, to Tchamlik. (3) From Ochrida to Dibra. (4) From Monastir, via 1stib and Kumanovo, to the Bulgariani frontier. (5) From Karaferia to the Greek frontier. (6) From Angora to Sivas. (7) From Angora to Cesarca. (8) From Trebion of to Exerctom and Erzindjan.

Surveys have already been completed on several of these lines, and all the preliminaries will be pushed on as fast as onsible. Negotiations are already well advanced with the representative of the French Regic Generale de Chemins de Fer, which will find the money and build the railways for account of the Turkish Government.

Railroad Extensions Planned for Bosnia

Increased Steamship Communication with Greece

In the latter part of 1911 the Austro-Americana Steamship Company will launch a new fast transatlantic liner to ply between Trieste, Patras and American ports.

The National Steamship Company of Greece will also launch a new fast liner for service between Piraeus, Patras and American ports. The vessel will be ready for the service toward the close of 1911.

The growth in communication between the Levant and the United States within the past seven years is worthy of note and indicative of a growing commerce between the two countries. Within that period there have been established three direct services—the Austro-Americana Steamship Company, the Hellenke Transstlamic Line and the National Steamship Company of Greece. All these lines call at Partas, giving frequent sallings between Patras and New York and other ports of the United States.

Russia in Market for Railway Supplies

The Russian Minister of Ways and Communication has been authorized to expend during 1911 a sum not exceeding 7,350,000 roubles (about \$2,850,000) on the purchase of rails, 4,160,000 roubles (2,250,000) on rolling notes, and 4,250,000 roubles (about \$2,725,000) on rolling stock, for the supply of the needs of Government railways in 1912.

Vast Irrigation Project in Spain

During the four months from June to September practically not a large area of fertile soil, which should be highly productive, is almost idle, the frequency of droughts and the small annual rainfall discouraging agriculture. To remedy this condition the Government has started work on irrigation plans calling for the expenditure of \$8.15,60c. Work has already been begun on a long irrigation canal which will ultimately have ten branches, the aggregate length of the main artery and branches being [33] miles. The main canal will have a length of firty-three miles and will be completed in six years.

The project has been brought to the attention of American firms interested in this work, with the idea that they may secure concessions on conditions similar to those under which irrigation has been provided for arid sections in the United States. It is suggested that a responsible syndicate could acquire rights for the installation of electric power plants for industrial purposes, to utility the tremendous power of the water gates.

New London to Be Terminus of New Norway Line

It is announced that negotiations are practically completed with the American representatives and stockholders of the new Norwegian-American line for the New London to be the American terminus of the line. The Norwegian Government is under agreement to pay the new line a subsidy of \$12,7000 a year, in addition to its countext for carrying the mails, and it is expected that a considerable amount of the large export freight business to this country from Norwaw still go to this line.

Dimensions of New White Star Leviathians

The following gives some striking statistics of White. State leavishans Obymic and Tinainic: Tonnage, registered, 4,500, tonnage, displacement, 6,6000; length over all, 882 feet 6 inches; breadth over all, 882 feet 6 inches; breadth over all, 882 feet 6 inches; breadth over all, 892 feet inches; height from bottom of keel to boat deek, 97 feet 4 inches; height for bottom of keel to top of captainis house, 105 feet 7 inches; height of funnels above casing. 22 feet; height of funnels above boat deek, 81 feet 6 inches; distance from 109 of funnels above boat deek, 81 feet 6 inches; distance from 109 of funnels above boat deek, 81 feet 6 inches; distance from 109 of funnels bokel 173 feet; number of steel decks, 117, number of swaer-sinkh bulkheads. 15; passengers carried; 2000 crew, 806.

New Monetary System Soon for Portugal

The "Diario do Governo" gives the text of a decree for the introduction in Portugal of a new monetary system. The new unit is to be the "exendo," equivalent to 1,000 reis, and is to be subdivided into 100 centavos. Provision is made for the issue of a maximum of five million 1 excudo pieces, fifty million 200 centavo pieces, fifteen million 100 centavo pieces, and an agarcagate of two lumdred and themty-five million pieces consisting of 4, 2, 1 and 150 centavos.

Immense Outlay for Docks in London

The port of London authorities have decided to commence the construction of a new deep water dock on the Thames early in 1912. Its cost is estimated at \$10,750,000 and the work will occumy a period of five years.

A S I A INCLUDING EAST INDIES. ETC.

Japan Is Erecting Gas Works

A new project for a Hokkaido Gas Company has been instituted by prominent business men in Tokio; there have been hitherto no gas companies in the island. The capital is fixed at 2,000,-000 yen (\$1,51,125) and during pit works are to be erected at and gas supplied to Hakodate, Otaru and Sapoporo. Government sanction is being sought for subsequently supplying Ashigawa, Nutroran, Kushiro and Rumoe with gas. Several important contracts for steel pipe, running from 1-2 to 8 ins, in diameter, have already been placed in this country in connection with this new development. The Tokio Gas Co. has placed one contract for 3,000,000 ft. and two other Japanese companies have placed several similar contracts.

Enormous Cost of Chinese Railway Construction

In the light of some recent revelations as to the cost of the Hongkong section of the Canton-Hankow Railroad, it appears likely that the \$30,000,000 Hukusang loan recently subscribed for in this country, Germany, France, and England, will not suffice for the projected construction work. The Kowloon-Canton Road cost considerably more than twice the estimate originally made by the engineers.

This line was designed to link Hongkong with the Canton-Hankow Road, and thus connect the colony with the great interior of China, whose foreign trade has previously been handled almost altogether by water. The Hongkong section of the line has now been in operation for part of a year, and authoritative figures of its cost as well as of its prospects have just been received.

Official figures show that the average cost per mile has been \$84,6000 gold, although it had been expected to require obtained about \$80,000 per mile. The portion of the line which passes through simple country cost about \$8,000 per mile, that through simple country cost about \$8,000 per mile, and the one and two-third miles of tumels cost at the rate of \$8,000,000 per mile.

Oil Fields of Sakhalin to be Worked

The latest oil fields to receive attention are the naphtha deposits in Sakhalin, an island lying off the cost of Eastern Siberia and to the north of Japan. A party of English engineers, have leased valuable naphtha properties in the Russian portion of Sakhalin for a term of innety-nine years, and the price to be paid is given at over \$50,000,000. So far, investigations and preliminary drilling work have shown that the oil strata occur at depths varying from 40 ft. to 520 ft. Oil obtained from wells in this district is said to contain but a slight proportion of benzine and between 34 and 44 per cent. of kerosene.

To Build Street Railroads in Java

Advices from Rotterdam state that a Mr. Huber has applied for concessions for the construction of the following tramways in Sourabaya (Java): (:) A steam tramway from Groedo by Grobang statio to the Simpaug crossroad, (3) an electric tramway from Willemsplein via Heerenstraat and Grisseeschen Road to the harbor.

Big Flour Exports Going to the Orient

Record-breaking export flour orders for September and October delivery are said to have been booked by Fuget Sound millers recently. Millers say that the shipments during September and October will be the largest ever made from Puget Sound during those months.

A feature of the flour business now developing in the Far East, is the demand coming from Dulny and Tientsia, ports to which comparatively little flour has been shipped in the past from Puget Sound. North China flour merchants are in the market for flour and Hongkong dealers are also out with large inquiries. Millers have recently reduced the price of export flour to \$4,300 per barrel, a reduction of 20 cents. At that price and the \$5, freight rate now prevailing to the Orient millers have been able to undersell Australian millers.

Cement Plant Proposed for Philippines

In the Philippines there is strong agistation for the establishment of a cement factory to supply the islands. There is a duty of 16c, per 10c kilograms, amounting to about 26c, per barrel. Freight on cement to the islands from the supplies near at hand amounts to about 25c, per barrel. This brings the average cost of the cement imported into the Philippines to about \$2.0 per barrel. It is stated that there are large deposits of cement materials located conveniently near manufacturing sites and an abundance of coal readily accessible by water transportation, and promoters see in the situation a good opportunity for developing a home industry. The use of cement in the islands is increasing, not only for all commercial construction work, but in the construction of fortifications and other government undertakings.

America is to Build Chinese Cruiser

According to the statement of Commander C. S. Yang of the Chinese crusier Hai Shin, the first Chinese war vessel to be constructed to order in this country is to be built in the New Yorks shipyards at Camden, N. J. Commander Yang arrived in this country in conpany with Lieutenant L. Y. Wong and Engineer Commander C. C. Chen, recently to oversee the conhomet hough the Sue canal. The new vessel will be 20 months in construction, and will be a months in construction, and will be a cruiser of the third class of 2,400 tons.

Demand for Cheap Machinery in China

There is an increasing demand for machinery for mining and industrial purposes in China. The latter is often wanted for hand or foot power only (for cotton ginning and carding, and also spinning and wearing), and as the demand is usually from men of small capital, cheapness is essential, and quality and durability count as but slight justification for higher cost. This demand for cheap and light machinery is largely met by Japan.

Burmese Tin Mines to be Developed

The tin and wolfram mines which are situated in the Southern Shan States of Burmah are about to be developed; companies for that purpose are now being formed. This should furnish an opportunity for American manufacturers in the line of machinery and supplies for working these tin resources.

AUSTRALIA INCLUDING HAWAII & OCEANIA Proceed and the contraction of t

Extensive Ship Repair Shops for New Zealand

VIIII

It is stated that a contract has recently been let for the erection of extensive works for the Union Steamship Co., at Evans Bay, Wellington, N. Z. The contract price is about \$100,000, and 12 months have been given the contractors in which to complete it. The buildings, which are to be erected on the steel frame principle, and encased in corrugated iron, will have a frontage of 450 feet, by a depth of about 100 feet, The buildings will contain engineering, boilermaking and machine shops, an electrical department, a sawmill, joinery and upholstery department, and a boatbuilding shed.

Australia's Gain in Population

The new census gives the Commonwealth of Australia a population of 4.449,495. The population shown by the census of 1001 was 3,773,800.

Narrow Gauge Railroads for South Australia

The South Australian Government proposes to construct, as feeders to the main lines of railway, branch lines of 2 ft. or 2 1-2 ft. gauge, on which petrol locomotives will be used. The rolling stock required will probably be built in that country, but the rails, fish plates and dog spikes will have to be imported.

Gasolene Motor Cars for Australian Railroad

The Victorian Government has purchased two gasolene motor cars from the McKeen Motor Co., of America, for use on country lines in Victoria. The ears, which will be about 66 ft. in length, will contain seating accommodation for thirty firstclass and forty-three second-class passengers, and will probably he available for service before the end of the year.

Gets Contract for Australia's New Capital

Architects and landscape artists from practically every section of the world will be invited to submit designs for the new capital city of Australia. The commonwealth government has selected Canberra, New South Wales, as the site for the new city, but it probably will be some time before actual building operations are commenced. The commonwealth government already has appropriated \$218,700 for initial preparatory work, and the first contract relative to the building of the new capital has been given to an American firm.

Increased Imports Into New South Wales

Imports into New South Wales for the six months ending June 30 amounted in value to £12,603,000, an increase of £2,-374,000, and the exports to £13,116,000, a decrease of £1,484,-000 as compared with last year.

FOREIGN TRADE OPPORTUNITIES The following are among inquiries received by the Bureau of Manufactures, of the Department of Commerce and Labor, Washington, D. C., during last month. Manufacturers interested can obtain full particulars, free of charge, by writing to the Bureau of Manufactures and referring to the number given. year by well-one colored printing on the south 202 Africa Africa 202 Africa 203 Africa 204 Africa 205 Africa 206 Africa 206 Africa 207 Africa 208 Africa 7039 Builders' Supplies-Turkey. 7010 Lard, fluber, sheet 7072 Plant for colored printing on tin-South 7112 Flour-mill machinery and sprayers-Asiatic metal, tin plate, etc.—Southwest Arrica. Devices for trans-porting logs-South 7041 America. Agency for American Shoes—Germany. Firerams and bleycles—China. Pumps—Asia. Sugar and tanning-extract machinery— South Africa. Typewriters—North China. Typewriters—Cannon. Typewriters—Typewriters Firearms and bleveles China 046 048 Shors - Europe. Material to enamel bricks and tiles-Aus 7069 iria. Flour-milling machinery—Maiia. Tanning machinery—North Africa. Driving-belt joining and lacing machine-049 Wire and rope ways-todia. Wire and rope ways—tadla, Wireless telegraph equipment—Government of Paraguay. Envelope-addressing machines—Mexico. Waterworks, electric light, and tramway concessions—Jerusalem. Optical gueds and nautical instruments— Matin. 050 France, Stock cards and hammocks-South Africa Pringlists' applies and specialities Canada Glazed lick and tile machinery Portugal concession— Opinel goods and nautrem measurement of Malli for American goods—European and Asialit Tarkey, Greece and Egypt. Suppliess—Egyptian Coast Gurreis. Stepliess—Egyptian Gurreiss—Stepliess— 953 155 Shippard and military station—South America. Children's shoes—India. Read roller—Canada. Ashestos pipe covering and rubber tiles— United Kingdom. 7111 Hardware specialties Netherlands

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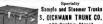
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Tonnage Handled Last Year by Tehuantepec Route

The Tehnantepec National Railway, which spans the lathmus of Tehnantepec, from Salina Cruz to Puerto Mexico, handled the following large volume of traffic during the calendar year 1910: Transshipments, Salina Cruz to Puerto Mexico, \$19,780 tons; transshipments, Salina Cruz to Puerto Mexico, \$19,780 tons; transshipments, Puerto Nexico to Salina Cruz, \$27,688 tons. This tonage does not include traffic that originated on the coasts of Mexico and proceeded across the isthmus with foreign destination, amounting to 15,000 tons in round numbers; making thus a grand total of 62,276 tons. The American-Hawaiian Steamship for Hawaii, ports on the West Coast of Central and South America, Mexico and the Pacific coast ports of the United States. Salilings from New York for Puerto Mexico, the eastern terminus of the Tchanatepec Railway, are about every six days.

Increased Exports of Foreign Merchandise

The quantity of foreign merchandise brought into the United States and re-exported to other parts of the world incre-exported to other parts of the world increased year. The value of foreign merchandise exported from the United States amounted to \$12,00,000 in 1890, \$23,000,000 in 1990 and \$56,000,000 in 1991, having doubled in the decade 1890-1000 and increased so per enert, since 1900.

Art works, chemicals, cotton, fruits, furs and fur akins, and fibres, hides and skins, India rubber, lead, lumber, tobacco and skins, India rubber, lead, lumber, tobacco and imported and re-exported, though to this list must be added many other articles of less importance. Canada, England, Germany, France, Edgium, Cuba Mexico and Argentina, Germany, France, Edgium, Cuba Mexico and Argentina are thought for full list to which merchandisc of this character is sent includes every grand division of the world, more than 70 countries.

To Breed Cattle for American Market

The Brazilian Government has granted a concession to an American company to establish cattle breeding farms on a large scale in Brazil with a view to the exportation of frozen meat to New York. Several other enterprises of this nature have begun in Brazil, and calls for tenders for the construction of model slaughter-houses and cold storage warehouses will shortly be made.

Railway to Connect Upper and Lower Congo

Plans are in hand for the completion of the Matadi-Leopold-ville Railway. This line is the sole connecting link between the Upper and the Lower Congo. River communication on the Congo is completely cut off by the falls extending north of Matadio for 25g miles, while the overland caravan route is very difficult. Before the advent of the railway the journey by the caravan route, harely 250 miles in length, between Matadi and Stanley-pool occupied of also and only and entailed great loss of life, while the cost was some £2 (\$9.72) per load of 65 to 75 lbs. By the railing way the journey is made in two days, and the cost of transporting such a load is a little over 5d. (10-C). The railway, 250 miles long and built at 2 cost of £2.240,000 (\$15.75,67.50), is a narrow-gauge (\$9.52 in.), single-track line, with 99 bridges, all but one being constructed of iron.

Active Railway Construction in Korea

The present length of railways in Korea is 674 miles, and the projected lines, which are to be completed in a period of five years will add a further 310 miles. The projected and incomplete lines are as follows:

(1) Seoul-Gensan, t36 miles. Construction started at Yongsan in the autumn of that year.

(2) Honam line, 174 miles, from Taiden on the Seoul-Fusan line, to Kunsan, with a branch extending to Mokpo. Construction commenced in October, 1010.

In addition to the above, the scheme for the complete system of Korean railways includes:

- (1) Reconstruction of the existing Chongjin-Hoiryong light railway. The importance of this line is increased by the prospect of eventual connection with the Kirin-Hoiryong line, thus linking the east coast of Korea with the Manchurian system.
 - (2) Extension of the Seoul-Gensan line north to Hamheung.
 - (3) A line from Hamheung to Hoiryong.
- (4) A line from Ping-yang to meet the Gensan-Hamheung line at a point north of Gensan.
- (5) A line starting from Taiku, and serving the district thence to Mokpo.
- (6) A line parallel to the Seoul-Fusan line, from Seoul to Talku, via Chong-ju. The object of this line is to relieve pressure which will fall on the main line when through communication is well established between Fusan and Mukden, a route over which heavy traffic is anticinated.

Town Improvements in Southern Rhodesia

An Ordinance has been published empowering the Salisbury Municipality to raise a loan of \$650,000 for the purpose of providing the town with a supply of water and electricity, and for other municipal improvements.

Pacific Coast Shipment of Agricultural Implements

Included in the eargo of the O, S, K, liner Seattle Maru, which recently arrived at Vokohama from Puget Sound, was one of the largest shipments of farming implements sent to the Orient from the Pacific Coast this year. The shipment consisted of 3,375 pieces of plows, reapers and harrows, valued at \$\$\frac{1}{2}\$\$\text{MSL}\$\$ and is destined for Vladiousok, where the improvements in the agricultural district are making a good market for farming implements.

Egypt's Staple Crop for Export is Cotton

Aside from the grain and vegetable crops, which are ehiely consumed in the country, the great staple product of Egypt is cotton. Practically the entire crop is exported, and the staple is the chief source of income for that country. The mild climate is especially adapted to cotton culture, the season being early and long enough to allow the plant to mature. The gathering of the crop is not interfered with by storms and rain, so there is no loss or damage to the fiber from these causes, as is often the ease in the United States. Egyptian cotton is characterized by leugth, strength and uniformity of fiber, and excels every other variety, except, seasiland. In Egypt, 185,000 acres were devoted to the cultivation of cotton in 1910, compared with 1,255,000 acres in 1909, an interace of 8 per cent



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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.

(Subject to Change)

NOTE.—The lines are arranged alphabetically under the port of departure. This enables subscribers to the seventh (1911) edition of the "Exporters' Encyclopaedia" to ascertain quickly the proposed sailings of all lines, except where the agents could furnish no advance information.

CAUTION—The sailing dates given below, although compiled with extreme care, should be considered as merely approximate, except for the regular Trans-Atlantic passenger lines. The publishers, however, assume no responsibility as to the accuracy of the information.

From New York.

AMERICAN & AFRICAN S. S. LINE: For Cape Town, Algon Bay, East London, Port Natal, Belongon Bay—A stemmer ted, AMERICAN ASALTIC 8, 8, 10.; For Hong Kong, Shangbal, Kobe and Yokohuma Indrawno.

Shenghal, Kobe and Yokomma-tuurawau. Serit, 10.

AMERITAN & ALSTHALIAN S. S. LINE: For Fremantie, Adelaide, Melhoure, Sydney and Brisbane Sandon Hall, Aug. Bt; Auglo-Meal can, Sept. 20.

AMERICAN & ALSTRALIAN S. S. LINE: For Wellmorin.

A MI-RICAN & MASTRALIAN S. S. LINE; For Methomene, Sydney, Auckian, Wellington, MERICAN & URAN S. S. LINE; For Havan, Guartanano, Sautiange, Magazallio and Cien-tuegose—A steamer late Aug. For Havann, Ma-cauzas, Curtienas, Sagan and Calimelen—Thues.

THE STATE OF THE S

*ANCHOR LINE: For Blangow-Caledonia. *AVCHOR LINE: For tilangow—Caledonia, Ang. 12; Furnesda, Aug. 23; California, Sept. 2; Calombia, Sept. 9; Caledonia, Sept. 16; Cameronia, Sept. 23; California, Sept. 26; Calombia, Sept. 25; California, Sept. 26; Calombia, Ang. 18; Italia, Sept. 14; Peragla.

Calindry, Ann. 70; India, Sen. 11; Permita, Calindry, Ann. 70; India, Sen. 11; Permita, Calindry, Ang. 12; Minuwanda, Ang. 26; Minuwanda, Ang. 26; Ann. 26;

25; Crispin, Oct. 25; BRISTOL CITY LINE: For Swansen and Bris-

STATE STATE STATE OF THE STATE

(11)—Alconomia, Ame. 16: Cherobace, Ame. 20: CHANALAS, I. G. Cherobace, Ame. 20: Charles, G. C. Chanalas, C. C. Chanalas, C. C. Charles, C. Charles, C. Charles, C. C. Charles, C. Charles, C. Charles, C. Charles, C. C. Charles, C. C. Charles, C. C. Charles, C. Charles, C. Charles, C. C. Charles, C. Charles, C. Charles, C. C. Charles, C

Il and Get. 12. COMPANIA TRANSATIANTHEA: For Cadiz and Barcelona -Bacnes Aires, Sept. 3: a steamer

Marchan Bartens Aires, Sept. at a steamer virtual and the Manureland Ang. 22; Parardia, Ang. 10; Manureland Ang. 22; Parardia, Ang. and Sept. 23; Parardia, Ang. 29; Carenda, Ang. 29; Carenda, Sept. 27; Tanipanda, Sept. 27; VANDE LIANF, For Nanbes, Finnes and Technology, VINARD LIANF, For Nanbes, Finnes and Technology, VINARD LIANF, For Nanbes, Finnes and Technology, Vinalda, Sept. 21; Carpulla, Sept. 21; Francoint, Oct. 12.

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*FABRE LINE: For Marsellies Venezia, Aug. U:: Germania, Aug. 22: Santa Aana, Sept. 6; Roma, Sept. 15; Madonna, Sept. 26; Venezia, Get. 3, Stemmers Germania and Homa call at

Lisbon aton.

**IMMB/RG-AMERICAN LINE; For Hamburg
--Demostranta, Aug. 24; K.S.n. Aug. Veteoria,
Aug. 51; Fres. Grant, Sept. 2; Cleveland, Sept.
9; Amerika, Sept. 12; Bluecher, Sept. 19; Chi
erimati, Sept. 23; K.S.n. Aug. Vitciria, Sept. 28;

**IAMIL Ri-AMERICAN LINE; For Ghrather,
Naptes, and Genon-Hamburg, Sept. 23; Molike,

Oct. 12.

HAMBURG-AMERICAN LINE (Atlas Service);
For Inagua, Haytl and Colombia—Allemannia,
Sept. 7 and Oct. 5; Albingia, Aug. 21 and Sept.

HAMBURI-AMERICAN LINE (Allan Service):
For Inagua, Klugslon, Colon and ColouliaPerlan Signaund, Sept. J and 25; Prins Eltel
Priodrich, Ang. 18 and Sept. 15.
HAMBURG-AMERICAN LINE (Atlan Service):
For Inagua, Hayii, Klugslon and Port LimonSarnia, Sept. 2 and 30; Sibbria, Aug. 19 and

Sept. 18.

IMABURGA-MERHUAN LINE (Atlas Serviera:
For Sautiago, Kingston, Icion and Port Lines
For Sautiago, Kingston, Icion and Port Lines
For January, Indiana and Cel. 3; Francisco, Icion and Port Lines
Willielm also calls at Boras del Toro,
IMABURGA-MERHUAN LINE (Atlas Serviera)
For Havana, Georgess and Manzanillo—AlicFor Javana, Grand Sept. 27; Atlal, Aug. 16 and
Sept. 13.

Sept. 13.

HAMBI RG-SOUTH AMERICAN STEAMSHIP
CO.: For Pernambueo, Rio de Janeiro, Santos,
Paranagan and Rio dirande do Sul-Weligande,
Sept. 9: a stemmer Oct. 10.

HANA LINE; For Cape Town, Algon Bay. East
Lendon, Port Natal and Delagon Bay—A
stemmer Oct.

HANNA LINK: FOT Nata and Delagos con-leandon. Port Nata and Delagos con-leandon. Port Nata and Delagos con-kareddi. Dombay and Cacutta-Paugturn. Kareddi. Dombay and Cacutta-Paugturn. HANNA LINK: For Bulavia. Samarang and HANNA LINK: For Bulavia. Samarang and Contantinopte—Theory. Port Delagos Contantinopte—Theory. Port Delagos Contantinopte—Theory.

Piracus, Smyrma and Constantinophe-Themistocks, early Segift A. J.N.E. For Rottersam-diodical National Section 2018, 1986, 1987, 198

First London, Fort Natal and Delagon Buy-Hivlin, Nag. Ri. Kr. For Montevideo, Buenos Ayres, La Pilata and Rosario—Himera, Aug. 19; a steamer early Sept. INSULAR LINK: For San Juan, Ponce and Myragors—Julia Luckenhach, Air. 12, and a Myragors—Julia Luckenhach, Air. 12, and a 14 Aug. 24; Verona, Sept. 9; Taoruhia, Sept. 27; Aug. 24; Verona, Sept. 9; Taoruhia, Sept. 27;

Ang. 24: Verona, sept. ...

Ang. 24: Verona, Nov. 25

LANPORT & HOLT LINE; For Manchester—
Cavour, Aug. 12: Calderon, Aug. 23; a steamer

LANFORT & HOLT, LINE; FOR Manchesser— Cavour, Aug. 12; Calderen, Aug. 23; a steamer, Seel, 9 and 25.

Seel, 10 and 25.

Seel, 10 and 25.

Seel, 27; For Habia Rie Jamelro and Santow-Vasuri, Aug. 19; Byron, Seep, 3; Voltaire, Sept. 20; Tennyson, Oct. 5.

LANFORT & HOLT, LINE; For Montevilieo, Rinenos Ayres and Rosarie—Vasari, Aug. 19; Schuller, Sept. 20; Veruli, Oct., 20; Vasari, Nov.

29
24 VELDUE LINE: For Naules and Genoa-Europa, Am. 29: America, Sept. 12: Gerania, Liva Della Compania, America Sept. 12: Gerania, Liva Della Callette Compania Compania Compania Compania Constitution of Compania Compan

Mendion, Sept. 11; Pierida, Sept. 30; Mendion, Pierida, Pierida, Sept. 30; Mendion, Pierida, Pierida, Sept. 30; Mendion, Pierida, Arlon, Millian, Mandiograda, Inplante, Pierida, Arlon, and Charles, Martin, Pierida, Arlon, Millian, Arlon, Millian, Martin, Pierida, Arlon, Millian, Martin, Millian, Martin, Millian, Martin, Millian, Martin, Millian, Martin, Millian, Millian, Millian, Millian, Millian, Millian, Millian, Millian, Martin, Millian, Millian,

*Stromers are aguipped with the Marconi Wireless System-see page 37.

PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.-Continued from page 35-See notice at head of Page 35.

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Saratoga, Sept. 23: Esperansa, Sept. 28:
NGW NORR & CURA MAIL NETAANNIH CO.:
17: Mexico, Ang. 21: Esperansa, Ang. 21: Mexico,
NGW NORR & CURA MAIL NETAANNIH CO.:
NGW NORR & CURA MAIL STRANSHIP CO.:
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AND AND CO.:
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Sept. 13 and 27. EW YORK & CHIA MAIL STEAMSHIP CO.1 For Tamples—Matanans, Aug. 18: Vigilancia, Aug. 25: a steamer Sogi. 1; Seguranca, Sept. 8. Steamers Vigilancia and Seguranca call at Nas-

Sent also.

EW YORK & DEMERARA STEAMSHIP
LINE; For St. Kitts, dinad-done, Marrindger,
Sen Jian,
Pence and Mysgure,—Sen Jian,
Asa, B. Conna, Ang. 28; Carolina, Sept. 28;
San Juan, Force and Mysgure,—Sen Jian,
Asa, B. Conna, Ang. 28; Carolina, Sept.
23; San Juan, Sept. 30, pp. 16; Carolina, Kept.
24; San Juan, Sept. 30, pp. 16; Carolina, Sept.
25; San Juan, Sept. 30, pp. 16; Carolina, Sept.
26; Marrindger, San Juan,
Marrindger, San Jua NEW Y

ent from June, Soult, 20.

Li Ney, Port Balth, Hance, Chirarino, Manhara Li Ney, Port Balth, Hance, Chirarino, Manhara and Calano-Crusier Hall, lare Aug.

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Li Chira, Ch

23: Kroonland, Sept. 30. Finance, MAIL STEAM PACKET CO., For Ber Tagns, Aug. 26; Sept. 6, 16, 27 and

Det. 7.
RICYAL MAIL STEAM PACKET CO.: For Antilla. Kingston. Colon, Savanilla. Cortagena RICAL MAIL STEAM PACKET GG: For An Hilla, Kimrston, Colon, Savantilla, Certagena, Trifuldad and Rarbadows Trent, Aug. 10; Mag-20, Argan. 22; Uraha, Sept. 16; Clyde, Sept. 20; Argan. 22; Uraha, Sept. 16; Clyde, Sept. 20; Argan. 22; Clyde, Sept. 20; Argan. 23; Lor Hattle ports, Cargon and Paramarton— Oranje, Nassan, Aug. 25; Prins Willem V. Sopt. Uraham Sept. 22; Prins Willem V. Sopt. Uraham Sept. 22; Prins Willem V. Sopt. Uraham Sept. 23; Prins Willem V. Sopt. Uraham Sept. 23; Prins Willem V. Sopt. 23; Prins Willem

ROVAL DUTCH WEST INDIA MAIL LINE: for Rarbadoes and Demerara Saratoneen, Sopt. It and tot. b; Coppensine, Aug. 28 and

ROYAL IG TOH WEST INDIA MAIL LINE: For Trinidad and Paranearibo Marowijae, Aug 21, Sept 18 and Oct 16. BI SSIAN EAST ASIATIC S. S. CO.; For Librar FREIGHT FORWARDERS, Etc.

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—Karsk, Aug. 19. Littunde, Sept. 2; MirranSept. 10: Handa, Sept. 20; Kutsa, Nov. 4.
Sept. 10: Handa, Sept. 20; Kutsa, Nov. 4.
Sept. 10: Handa, Sept. 20; Kutsa, Nov. 4.
Hedge Oder, Aug. 12; Genr II. Aug. 21; S. 1.
Hedge Oder, Aug. 12; Genr II. Aug. 21; S. 1.
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Hedge Oder, Aug. 12; Genr II. Aug. 21; S. 1.
Hedge Oder, Aug. 22; Genr III. Aug. 21; S. 1.
Hedge Oder, Aug. 22; S. 1.
Hedge Oder, Aug. 22; S. 1.
Hedge Oder, Aug. 22; S. 1.
Hedge Oder, Aug. 23; S. 1.
Hedge Oder, Aug. 23; S. 1.
Hedge Oder, Aug. 24; S. 2.
Hedge Oder, Aug. 24; S. 1.
Hed

For Melbourne, Sydney and New Zesland ports The Conference of the

mitte, Melbourne, Sydney and Brishnae-Mar-lenfeld, thet. 7.

RANIUM STEAMSHIP CO. (successors to North-West Transport Line): For Rotterdam— Tranium, Aug. 17: Volturne, Aug. 31: Cam-panello, Sept. 14; Franium, Sept. 28; Volturno, tet. 12.

panesso, Sept. 11.
(cct. 12. ANT J.INF.; For Punta Arenas, CoroWilliam C. Antofagasta, Iquique, Arica
and Valparatao, Antofagasta, Iquique, Arica
Moliendo, Callao, Etc., etc., Vennachar, July
30; Trojan, Aug. 30.

30. Trojan, Aug. 30.
WHITE STAR LINE: For Southampton-WHITE STAR LINE: For Southampton-Kept. 2: Orange Sept. 3: Malestic, Sept. 10: Levenils, Sept. 2: Orange Sept. 3: Malestic, Sept. 10: Levenils, Sept. 2: Orange Sept. 30: Additional Sept. 3: Orange Sept. 10: Levenils, Sept. 3: Ceitic, Aug. 31: Addition, Sept. 3: Ceitic, Aug. 31: Addition, Sept. 3: Ceitic, Aug. 3: Addition, Sept. 3: Ceitic, Aug. 3: Addition, Sept. 3: Ceitic, Sept. 11: Alattic, Sept. 3: Addition, Sept. 3: Hundo, Sept. 6: Marcano, Habb. Aug. 5: Hundo, Sept. 6: Marcano, and Geometric, Sept. 2: and Oct. 31.

From Philadelphia, Pa.

*ALLAN LINE: For St. John's, N. F., and Glas-gow-Mongollan, Aug. 19; Carthaginlan, Sept. S'MERICAN, LINE: For Libertheil Meriton, Aug. 19; Haverford, Sept. 2; Bomilion, Sept. 18; Merlon, Sept. 22; Haverford, Get. 7; ATLANTIC TRANSPURT LINE; For Have and London-Maryland, Aug. 25; a steamer Sept. 8 and 22.
CONMOPOLITAN LINE: Service la discontinued.
PRAMBURGAMERICAN LINE; For Hamburg—
Graf Wablesse, Am. 21, Prino Sokar, Sept. 4;
Palinana, Sept. 44; Prinz Adalbert, Sept. 13.
HBLLAND AMERICA LINE; For Rotterdam—
Zyldyk, Ang. 22; Soostdyk, Sept. 12; Slotterdyk,
Sont 93; Teller, Mor.

HULLAND AMERICA LINE; For Rotterdam-port of the Company of the Company of the Company sept 20; 25(19); (set 10. 1986) and the Company of the Part Line; For Genon and Naples—Anomaly, Alex 20; Verona, Sept. 8; Ancesna, Sept. 20; PHILAHELPHIA-MANCHESTER LINE; For Manchester Shanes, Miller Bond Mark 20; Manchester Shanes, Miller Bond Mark 20; 20; Manch Miller, Ort. 10; Line; For PHILAHELPHIA-TRANSALTANTIC LINE; For PHILAHELPHIA-TRANSALTANTIC LINE; For PHILAHELPHIA-TRANSALTANTIC LINE; For

PHILARIBLE PHIA-TRANSATIANTIC LINE; For Laudin of from Polita, short Aug. 20: Said polita (From Polita). Short Aug. 20: Said politic (rown Polita). Short Aug. 20. Applie: Crown Polita, short Aug. 20. Applied to the Polita (From Polita). Short Aug. 20. Applied to the Polita (From Polita). Applied to the Pol

From Boston, Mass.

ALLAN LINE; For Glusgow-Namidian, Aug. 18; Parlsian, Sept. 1; Namidian, Sept. 15; SCCNARD LINE; For LiVerpool—Franconia, Aug. 22; Portula, Sept. 5; Françonia, Sept. 19; Iver-ula, Oct. 3; Françonia, Oct. 15; FILMHERG-AMERICAN LINE; For Hamburg-Boltania, Aug. 25; Datriela, Sept. 8; Protoria,

HAVANA LINE: For Havann-Beta, about Sept. TAND STANDAMERICA LINE: For Rollerdam— Zydlyk, Aug. 22: Socsetlyk, Sept. 5; Sloterdyk, Sept. 19; Zyddyk, (tet. 3, (Continued on page 38.)

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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.-Continued from page 36. See notice at head of Page 35.

(Continued from page 36.) *LEYLAND LINE: For Liverpool—Devonian, Aug. 19; Winifredian, Aug. 20; Canadian, Sept. 2: a steamer, Sept. 9, 16, 23 and 3berian, Aug. LKYLAND LINE; For Manchester—Berlan, Aug. 19; Bostonian, Sept. 2: a atenuer, Sept. 16 and NAVIGAZIONE GENERALE ITALIANA: For Naples and GenoaRED STAR LINE: For Antwerp-Marquette,
Aug. 24; Menominee, Sept. 7; Manitou, Sept. 21;
Marquette, Oct. 8; Aug. 21; Medouninee, Sept. 2; Maniton, sept. 21; Marquette, Oct. 5.

KCANDINAVIAN-AMERICAN LINE; For Christiania and Copenhagen—Dania, about Aug. 20; Texas, about Aug. 20; Texa (NYFIG) FRICTORY COMMONDAY, 10 S. B., TOTAL TO THE PROPERTY OF THE PROPERTY OF

From Baltimore, Md.

ATLANTIC TRANSPORT LINE: For Havre-Montana, about Aug. 25; Philadelphian, about Modiana, about Aug. 22; Funauvijnoss, ATAANTIC TRANSPORT LINE, For London-Marchinew, Aug. 22; Modile, about Rept. 5; Pali-thew, Aug. 22; Modile, about Rept. 5; Algoria, about Kept. 5; Algoria, about Kept. 30; Algoria, about Kept. 30; Algoria, about Kept. 30; Determined and Aug. 30; Florence, about Kept. 30; Florence, about Kept.

"Relayeria, Ang. 25; Belanani, Sept. 2; Cartral, Juli-Staton, LiVE; For Liversoon—Tubermore and Juli-Staton, LiVE; For Liversoon—Tubermore and the state of the s

Oct. 25. SCANDINAVIAN-AMERICAN LINE: For Chris-tlania and Copenhagen Dania, about Aug. 30; SCANDINAVIAN-AMERICAN LINE: For Useriania and Copeningen-Dania, about Aug. 30: Terian, about 1 Aug. 31: Terian, about 2 Aug. 31: Mollie, Sept. 8: Paliisdelphian, Sept. 20: NITED FRUIT CO.; For Port Antonio, Jamaica—A ateamer every Wednesday, 1 On. m.

From Norfolk and Newport News.

CHESAPEARE & OHIO S. S. CO., LTD. (Virginia Line): For Liverpool-Peruviana, Aug. 25; Cynthiana, Sept. 1; Alieghany, Sept. 20; Montauk Point, Oct. S. For London-Powintan, Aug. 22; Bollvian, Sept. 16; North Point, Oct. DONALDSON LINE: For Glasgow-Pythia, about Aug 15, HAMBURG-AMERICAN LINE: For Hamburg Pallanza, Sept. 10. HOLLAND-AMERICA LINE; For Amsterdam and Rotterdam—Audyk, about Aug. 30; Gorredyk. Sept. 6. NORWAY-MEXICO GULF LINE: For Havana. Puerto Mesico and Vera Cruz-

From Galveston, Texas.

ATLANTIC AND MEXICAN GFLF 8, 8, CO.: For Vera Cruz, Puerto Mexico, Minatitian and Progresso, Sixth of each month from Galveston At STRO-AMERICANA LINE: For Barcelons, Vehice, Trieste and Flume.-A stenmer about

Venice, Trieste and Flume—A steamer about Venice, Trieste and Flume—A steamer about 1980-1711 LINE: For Liverpool—(ANTLE LINE: For Havre and Antwerp—Penrith Castle, about Aug. 30.
(ERGOLE LINE: For Barredons, Genea, Leghorn and Naples—Principessa Lacilla, about Aug. GLYNN LINE: For Liverpool-Santauderino.

GLYNN LINE: about Ang PRET LINE; For Bremon, GLEF TRANSFORCEN, LINE; For Humburg Bretin, end of Aug.; Cheruskia, late Aug.; As-syria, late Sept. HARBISH, LINE; For Liverpood—Director, about Aug. 25.

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HOGAN LINE: For Havre-Matteawan and Mon adhuck, end of Aug. LAWILYAAA, JUNE For Manchester— LAWILYAAA, LINEX, For Napise and Genoa LORD LINE: For Rollerdam—Noruega, about Aug. 25. NEW YORK & PORTO RICO 8, 8, CO.; For Porto Rico-Herwind, about Aug. 21 and Sepi NORTH GERMAN LLOYD S. S. CO.: For Bremes Frankfort, about Aug. 26; Wittenberg, about AVELLA CONTROL OF THE LINE; For Rotter dam, Stavanger, Christiania, Copenhagen and Gothenburg-Norueng, about Aug. 23.

8AINT LINE; For Bremen-Saint Egbert, about Aug. 31.

SOUTHERN S. S. & BANANA CO., For Fronters
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SOUTHERN STANSHIP, LINE: For Havana—
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UNITED STRAMSHIP LINE: For Smillago de
Cuba and Kingston—Steamer Progreso, 15th of each month.
UNITED STEAMSHIP LINE: For Matanzas.
Manzanlilo and Clenfuegos-Steamer 1st of each month, WOLVIN LINE: For Tampico, Vera Cruz and Puerto Mexico-A steamer (from Texas City-about every 10 days.

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COMPAGNIE GENERALE TRANSATLANTIQUE: For Havre and Bordeaux-Lonisiansabout Aug. 25; Honduras, about Sept. 7; Catifornic, about Sept. 26. shoil Age 20; Honduras, about Sept. 7; Csit-Viller, Shoil Sept. New For Operic and Bar-celona-Confe Wifreds, about Aug. 15: Balmer-about Aug. 20; Martin Rangs, stoot Sept. 11-about Aug. 20; Martin Rangs, stoot Sept. 11-bed Mensell, about Aug. 20; a steamer, about bed Mensell, about Aug. 20; a steamer, about Alashit Mar-Aykit Can Links: For Humburg-Dortsund, about Sept. 1; a steamer, about Sept. MARKHON, LINKS: For Liverpool—Custodian, Aug. 20; Dictator, Aug. 20; Civilina, about Sept. 10; Comellon, bond Sept. 20; Commodors, about Sept. 28.
HEAD LINE: For Belfast and Dublin-Rathlin

HEAD LINE FOR Berlast and Dublis—Rathlin LINE Symmetry Big. for Geno-Lard Number - Sheet Puriors. Combined Big. for Geno-lard Number - Sheet Puriors. Combined Big. for Geno-lard Number - Sheet Puriors. Combined Big. for Head House Large St. Combined Big. for High Lines. As a com-labout Agg. 20; Ellisame, about Agg. 50; Vic. Ellis LAND LINE For High Lines. Agg. 50; Vic. BIJ ALMH LINE For High Lines. Agg. 50; Vic. EVILAND LINE For High Lines. Agg. 50; Vic. EVILAND LINE FOR House Agg. 50; Vic. EVILAND LINE; For High Lines. Combined Big. 50; Vic. Lines. Agg. 50; Vic. Market Lines. Agg. 5

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VITED FRUIT CO. For Lineon, Colon and
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11 a. m.
UNITED STEAMSHIP CO.: For Manaanillo.
Mitanssa and Clendurgos—A steamer 28th of each month.
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month.

VOLEMANN LINE: Stinrs, idg. for Rotterdam

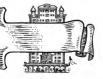
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WOLVIN LINE: For Vera Cruz and Tampico—

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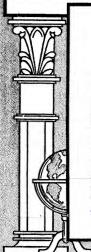
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SEPTEMBER, 1911

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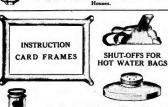
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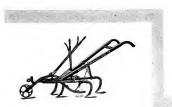
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Vol. X.

SEPTEMBER "15, 1911.

No. 5





The "EXPORTERS' REVIEW" is furnished to all subscribers to the Exporters' Encyclopædia. It is a vital part of the Encyclopædia as it contains the "correction notes" which keep that work up-to-date and absolutely correct. The Encyclopædia is a complete export shipping guide.

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PUBLISHED MONTHLY BY THE EXPORTERS' ENCYCLOPAEDIA CO. 80 BROAD STREET, NEW YORK.

CHARLES PIGOTT . President and Treasucer HAROLD H. GALLISON . Secretary

NEW YORK, SEPTEMBER 15, 1911.

VALUE OF EXPORT TRADE.

N the present depressed condition of domestic business, there is no doubt that the manufacturer who has worked up a foreign trade has a great advantage. While his competitor, who has not paid any attention to the export market, is keeping his plant going at a loss, the export manufacturer is reaping the benefit of his previous efforts in foreign fields, which although not so profitable perhaps, is still worth having. The stabilizing influence of foreign trade in a manufacturing business serves like a balance wheel to reduce the shock of dull times at home. It is seldom that depressions in business obtains both at home and abroad, so that if orders come from both sources there is a good chance of dull times here being counteracted by good business elsewhere. This was illustrated in the great panic of 1907 by the experience of an American manufacturer of files, some sixty per cent, of whose business was with foreign countries. While other manufacturers were curtailing their output, this firm kept its plant busy filling foreign orders.

We congratulate those manufacturers, mostly our subscribers, who have been forehanded enough to enlarge their markets so that the present depression has little effect on their operations or profits.

FOREIGNERS IN CONSULAR SERVICE.

THE question of supplanting with American citizens the great number of foreigners who hold positions in the consular service of the United States will be taken up with Congress at the next session, when the State Department will ask for an additional number of consul assistants to replace men owing allegiance to other countries. These foreigners are employed as clerks and sometimes occupy the relation of vice consul. The custom of bringing foreigners into the service has grown up, it

is said, because of the impossibility to secure Americans for this elerical force far away from home, with a maximum salary limitation of \$1,000. With a greater number of consular assistants, appointed by competitive examinations, who would be eligible for promotion right up through the line of the consular service, it is believed that the situation can be met. In some cases the foreigners in the service are also merchants in the towns to which they are accredited, which seems rather incongruous in view of the fact that the primary object of the consular service is to promote American trade.

FREE GOVERNMENT MISINFORMATION.

THERE has probably never been a more wretched attempt on the part of the Government to give free detailed information to the American exporter than the monthly bulletin entitled, "Sailing Dates from the Principal Ports of the United States to the Principal Ports and Countries of the World," the September issue of which was recently published. According to announcements made in advance of its issue, this bulletin was intended to give specific information as to the sailing dates of the direct lines to the various ports, and sufficiently far in advance to enable shippers in the interior to make use of it in routing their export shipments.

If the first issue is any criterion of what is to come, the Government had better give up the attempt, as it would only result in misleading the American export manufacturer to his cost. It would be impossible in a few lines to point out the inaccuracies and incompleteness of the Bulletin-it is much more incomplete than inaccurate, by the way-but if a shipper to Shanghai, for instance, should consult this wonderful list he would find only the dates of sailing for Hamburg, but nothing to indicate that the goods would have to be transshipped there. With some five direct lines from New York alone to Shanghai, it is no longer considered practical to ship to Shanghai by way of Hamburg. Should such an important port as Valparaiso be looked up, it would not be found, unless the astute shipper should look for "West Coast of South America," under which head all the West Coast ports are treated. Similarly, the "West Indies" is supposed to cover the various islands of the Caribbean, nothing being given as to which of the various islands are covered by the few sailings given.

It is to be hoped that the Department of Commerce and Labor will either improve the Bulletin materially or discontinue its publication.

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I N making your export advertising appropriation for 1912, don't forget the Exporters' Review. It reaches the buyers for export here and the active importing concerns in foreign countries. The quality of our circulation is equal to that of any publication in existence.

Abuse of Export Trade Opportunities

The writer of the following article, Wm. A. F. Neumann, manager of the Export Department for the Durger Manufacturing Company, (0) Wall Sirves, New York, has been connected with export Irade for the past II years and has travelled extensively in Meckee, Central and Somb America. Mr. Neumann is very enhandants assume the possibilities of American appear trade and the property of the past of the past



FEW years ago, while in Brazil, I had occasion to visit one of the biggest English machinery importing firms in Rio de Janeiro. I represented at that time an American manufacturer of machinery, and in conversation with the English manager of the Rio firm, the

question of the successful introduction of American machinery in Brazil was brought up. I had just ended a very successful first trip through the country and expressed my surprise at the comparative case with which orders for American machinery could be obtained. The Brazilian manager observed, that for a first trip the success achieves.

had been really quite good, but, he said, "wait for the second year, and you will see, that sales will fall off." Asked for his reasons why this should be the case, he stated that it was very easy to get orders in Brazil, but that it would prove a far harder proposition to hold a steady trade after the first initial campaign, as the secret of the export business lay in the careful attention that would be given to the proper execution of orders received and their proper shipment. He took me to the back of the store and pointed to a lot of about twenty or thirty cornshellers of American make. He had ordered these from an American manufacturer for one of the Agricultural Syndicates, of which there are many throughout Brazil. When the order was placed, detailed instructions were given as to how the goods were to be finished-painted in green with yellow decorations. A time limit was given for the shipment of

the shellers, as they were to be utilized during the coming crop, and the manufacturer was also instructed to mark the boxes in a certain way and to consign the goods to the syndicate in question to avoid the heavy duty which the importer would have to pay, should the goods be consigned to him. The manufacturer was also advised to draw for his invoice value at ninety days' sight, draft attached to documents, and the New York agencies of several well-known English banks doing business in Rio de Janeiro were given as reference.

What happened with this shipment was, that the

manufacturer at this end disregarded deliberately every instruction given. The order was finally, after considerable delay, filled from stock, but as this type of cornshellers did not happen to be finished in green, but in plain brown, brown shellers were shipped instead of the green ones ordered. Since the order was signed by the firm in Rio, the initials of this firm were used for marking the cases instead of the marks that had been stated in the order, and the documents were made out to the order of the Rio firm. Instead to the control of the results of the results of the control of the results o

WM. A. F. NEUMANN.

Manager Export Department, Duryea Mfg. Co.,
New York.

time they were handed in to the bank in New York, the steamer carrying the goods was well under way to Rio, and had in fact already passed Bahia. The shellers reached Rio at the end of crop season, three months late, and as there were no papers on hand, naturally went into "general order" and were stored in the custom-house awaiting the arrival of the documents. These came about a month later and before they were delivered to the importers the bank demanded payment of the draft. Since the papers were made out to the importing firm and not to the Agricultural Syndicate, as had been requested on the order, a heavy duty was imposed on the goods, which otherwise would have come in free of duty. The final result was, that the Syndicate refused to receive the shellers under any condition, as they had come too late and not according to order. The importers had these shellers repainted and passed their bill for duties

paid, storage, painting, etc., on to the American manufacturer, who politely refused any responsibility in the matter, mentioning, that the value of the goods did not justify such an outlay. The cornshellers have since adorned the back of that store for many years; they are unsalable, as the price at which they stand in to that firm is such, that nobody cares to huy these machines, which can be brought from Germany or England for one-third of the price these American shellers cost. The manager of the house ended his tale of woe by saying that he was rather glad to see American manufacturers entering the field, as each ap-

parent success would finally do nothing else but confirm the standing and reputation of the European houses competing for the trade; the reputation of close and careful attention to orders given and correct and polite treatment of their customers.

While in Brazil I also met an American traveller, of German extraction, who had undertaken the introduction of American axes, made by one of the biggest axe manufacturing concerns in this country. Due to his thorough training in export matters, and also due to the beautifully finished samples he carried, he had been able to establish a big demand for these axes and had sold enormous quantities of them in the different cities of Brazil he had touched on his trip. He was quite elated over his success, so much more as he travelled practically for his own account on a strict commission basis. He returned to the States; but commission basis. He returned to the States; but four months later I saw him again in São Paulo on his second trip. In the meantime the shipments of his first orders began to arrive and almost immediately trouble developed. The axes had been packed in ordinary wrapping paper instead of in oiled paper, as had been stated on the orders, and the result was, that each shipment reached its final destination completely rusted. The fine blue finish on the axes was gone; the customers refused to accept the goods; the factory refused to make substitution; the axes were left to the disposition of the factory; and the young man in question, who with considerable work and much enthusiasm had built up the trade, was left in the cold,-he was forgotten. Of course, it was all his fault; he should not have taken orders from concerns, who, after ordering the goods, did not want to receive them,-thus said the factory.

Occurrences of this character happen daily in the American export trade; whoever has travelled in the interest of the American export business in foreign countries has certainly had many occasions to observe the striking contrast in efficiency in the handling of goods ordered from Europe and of goods ordered from the States. No American manufacturer would attempt to enter here into a field new to him without investigating first carefully all the conditions and probabil-ities, that such field offers. This would entail, in all probability, a trip over the ground by the general sales manager and a very careful training of the men to whom the field is to be entrusted, for as long as the American deals with his own people, he has a wholesome respect for what they represent to him-business opportunities-his bread and butter. But when it comes to export trade, especially to export trade in Central and South America, some American manufacturers seem to feel a great contempt for their "Dago" customers, their strange habits, and antiquated customs. They think they are in duty bound to bring to these savage countries and their inhabitants, the benefits of up-to-date American civilization. It never enters their minds, that buyers in those countries have their own opinions about commercial matters and how they ought to conduct their business, and that, what appears to the American manufacturer strange and ridiculous in their specifications, might be very serious and important. It seems unreasonable to the American manufacturer to have to listen to explanations, why goods, which he has sold successfully under a certain method in this country, should not sell equally well in foreign countries under the same method, as long as they are honestly made and apparently designed to serve the same purpose abroad as well as here. In ninety out of a hundred cases, where there are any losses in export business, the

manufacturer or dealer at this end is to blame; but in very few cases will the manufacturer or dealer here accept the blame or see the reason for it, and the result is that the general feeling among foreign buyers, as far as American goods or rather American exporters are concerned, is a well-founded mistrust in the ability of the American exporter to attend to orders given in the proper way, while on the other hand American manufacturers are convinced that many of their foreign customers are tricksters and unreliable from their point of view.

How often have I heard the complaint: "Your goods are all right, but why is it that you people cannot learn to follow orders and ship goods just as you are told to do; we would like to buy this and that and that, because you make it cheaper and better than we can get it from Europe, but your service is such,

that we are really afraid to order."

A few days ago I saw an advertisement in one of the leading local papers, which read: "Salesman wanted by manufacturing concern, with knowledge of Spanish, to sell goods in Spanish speaking countries. No experience necessary, good opportunity for hustler."

This more or less characterizes the general attitude of American manufacturers towards export trade-No Experience Necessary!-if it takes experience in this country to sell goods, it is far more necessary when it comes to selling goods in foreign countries, but even the best trained export salesman will prove a complete failure unless he is backed by an efficient export department at home, one that will see that the orders sent in are executed in the correct manner and according to instructions. In case such instructions are not given complete, a matter which, by the way, very seldom happens, this export department should be in a position to adjust matters in such a way, that the goods would reach their destination in good and proper condition, and in accordance with the rules and regulations established in the country to which they are exported.

To attempt an export business without the proper knowledge of how such business ought to be managed, with a so-called export department in the hands of a clerk who is not familiar with such business, no matter how well he may be trained otherwise, or with an export department consisting only of one or two translators added to the regular salesmanager's staff and under his directions, is foolishness which cannot be too sharply criticised. Export, even more than any other business, demands a very careful training, first at home and then abroad, and the successful export salesmanager who is able to establish and TO HOLD AND CONSTANTLY INCREASE the foreign trade of his firm is well worth his money. His experience is an accomplishment comparatively rare in this country and is only obtained by long and careful study and considerable hardships abroad, but, as a capital investment, it should bring good interest. The manufacturer who claims that export trade does not pay him as well as home trade is committing one of two sins: Either he is falsely economizing by intrusting the care of his export business to cheap and therefore, inefficient help, or else he is permitting wasteful methods of manufacturing in his plant, which will create overhead charges on the goods, perhaps not felt in this country on account of our protective tariff, but which, however, will be keenly felt as a reduction of visible profits, when it comes to world-wide competition with European manufacturers of kindred lines on the neutral ground of some foreign country.



China, Japan and the Philippine Islands



HE firm of Fearon, Daniel & Co., of China, has its head office in Shanghai, China, with a branch at 96 Wall street, New York. They carry on a general export and import business with America, Europe, Australia and several countries in the Far East, including China, Japan,

India and the Philippine Islands. The firm has been established a great many years, having formerly been

known as Fearon, Low & Co., when the main business consisted of the import of Asiatic teas, which trade, however, is no longer handled by the present firm. It is, perhaps, one of the very oldest American houses in the Far Eastern trade.

They handle all lines of manufactures for export, particularly cotton goods, hardware, electrical goods of all descriptions, and all kinds of goods required in engineering work - both electrical, civil, railway, etc. In the way of iniports into this country, they handle all classes of Asiatic produce, including raw cotton, wool, raw and waste silk, wood or nut oil, rhubarb for medicinal purposes, silk pongees, gall nuts, soya beans and oil, etc., these oils, i. e., wood or nut and sova. being used very largely, and in constantly increasing quantities, in the making of prepared paints and varnishes.

The wools imported by

this firm are used principally in the carpet industry, the China raw cotton in the making of blankets, hosiery, etc. Their raw and waste silk line includes every kind and class of Japanese, Shanghai and Canton raw and waste silks, inclusive of those descriptions of wild and white silks obtainable in the several different silk ecocoon provinces in the Chinese Empire.

Getting back to exports, this firm has special departments for the handling of different classes of merchandise; the Engineering Department takes care of all lines that come within the scope of that designation, while another department takes care of the sundry lines to China and still another looks after all the trade with the Philippine Islands. The export of cotton cloths, principally of unbleached sheeting and drills, to China, is taken care of by a separate department, which is also equipped to handle everything in the line of soft goods that can be sold in China.

The several export departments are under the

charge of Mr. R. H. Pearce, for the Engineering Department; Mr. W. B. Schmidt in the Philippine Department; Mr. H. H. Love in the Sundry and Cotton Goods Department, with Mr. W. S. Brown General Manager of the entire New York Branch. The partners of the firm are Messrs. las. S. Fearon, C. W. Wrightson and F. L. Fearon, all of whom are generally located at Shanghai, and all of whom have been intimately connected with the Oriental trade for many years. This firm makes a specialty of taking care of manufacturers' interests in China, on the basis of their being appointed sole and exclusive agents for the manufacturers, but they, naturally, will handle only such goods as are certain to meet with success in that territory, in the way of quality



MAIN OFFICE OF FEARON, DANIEL & CO., IN SHANGHAL CHINA.

and their ability to meet the competition of foreign exporters, say, from Great Britain, Germany, etc.

The best opportunities for American manufacturers in China, at the present time, according to Mr. Jas. S. Fearon, are in the line of railroad supplies and equipments, machinery and electrical supplies. The value of these classes of materials imported into China in 1910 amounted to about \$15,000,000, and now that American financiers have acquired a quarter interest

(Continued on page 26.)

THE LUMINATOR FLAMING ARC LAMP

GIVES a MINIMUM of 3,500 CP.

CONSUMES LESS THAN 1/8 Watt per Candle RECARBON ONCE IN 35 HOURS

INDOORS AND OUTDOORS ON AC OR DC

Lord Manufacturing Co.

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Brooklyn Skillets

Empire Spiders and Griddles

> Patent Acme Spiders



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Greatly improves the complexion.

Pure and antiseptic, it heals and prevents irrita-tion. Requires practically no rubbing. Quickly softens stiffest beard. Perfect for shampooing. No waste. Sample Tubs Meiled for 2c. stemp; 2½ oz. Tubs 25c. Order for export direct or through New York Commission Houses.

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MANUPACTURERS OF SEAMLESS STEEL PIPE of any diameter for MINING PURPOSES WELDED SEAM TANKS PIPE FOR VENTILATION ed Iron Punched and Form riveting. Shipped Nested.

Office: 74 Greenpoint Avenue BROOKLYN, N. Y. Telephone Connections



Increased Exports of Musical Instruments

Our exports of musical instruments during the past three years have shown a steady advance. The figures ending with the fiscal year, June 30, 1911, are interesting and enlightening. The twelve months' exports of musical instruments ending with that period amounted to \$3,471,401, as against \$2,619,772 in 1909. This shows a substantial gain in exports over two years before. Regarding the details of these shipments, we may say that the exports of organs were almost the same, the exact figures being 9,135 for 1911, as compared with 9,084 for 1009. The gain was principally in pianos and player-pianos. During 1911 we sent abroad 5,617 pianos, valued at \$1,307,250, as compared with 3,475 pianos in 1909, valued at \$804,696. 2,876 player-pianos were exported during 1911, valued at \$795,410, as compared with 1,917, valued at \$463,153, in 1909. These figures show substantial gains. We deem it wise to bring these figures to the notice of our readers, so as to emphasize the faet that our export trade in musical instruments is proving a factor of importance in the annual output of musical instruments in this country. Piano manufacturers are realizing that, when properly and intelligently followed up, the export department of their business can be made profitable.-New York Music Trade Review.

Large Canadian Railway Contract Awarded

The Canadian Northern Railway has awarded a contract to a St. Paul firm for the construction of five hundred and fifty miles of railway, to eost \$15,000,000. The line will extend from Port Arthur, Ont., on the north shore of Lake Superior. to Sellwood Junction, just north of Sudbury, Ont.

Changes in Foreign Dept. of Wells, Fargo & Co.

Mr. W. R. Huntington, manager of the Foreign Department of Wells, Fargo & Company, at 51 Broadway, New York, since April, 1896, and connected with the company for the past 24 years, has been appointed general agent at New York. Mr. W. F. Collins, assistant to Mr. Huntington since July, 1898, has been appointed manager of the Foreign Department, Mr. Collins has been connected with Wells, Fargo & Co. for the past 17 years, and is well known in export and import circles.

Protection of Patents, Trade Marks, etc., Abroad.

A full report of the results of the fourth conference of the International Union for the Protection of Industrial Property appeared in the Daily Consular and Trade Reports for September 2. The conventions resulting from these international conferences are of vital interest to all firms and individuals concerned with patents, trademarks, designs, etc., and the proceedings of the fourth conference, held in Washington from May 15 to June 2, 1911, are especially important in view of the fact that more than seventy-five delegates, representing forty nations, were in attendance. The three conventions, or arrangements, revised at Washington, relate to the protection of industrial property, the international registration of trademarks, and the repression of false indications of production on merchandise.

Risk of Transshipment is on the Shipper

The following inquiry from a subscriber brings up a subject that is of interest to all export shippers:

ject that is of interest to all export shippers:

and Some works ago we made a shipment that New York and Some works ago we made a shipment that had a first the control of the ship of th Our answer to the subscriber was as follows:

Our answer to the authorities was as follows:

"Answering pours of the lift hant, we would siske that the forwarding agent is correct in his attenuent that where a shipment is the read of the pour and the pour and the pour and the pour and NOT by the read of the read of transalignment is horsen, the shipment and NOT by the pour and the pour and NOT by the pour and the pour and NOT by the pour and the pour and the pour and NOT by the pour and t

New York Finest Port in the World

After careful studies of the report on European dock and harbor systems prepared by Chief Engineer Staniford of the New York Dock Department, it is the generally expressed opinion by shipping interests that New York harbor is unsurpassed by any port in the world. The comparative ease, especially, with which the largest ships can enter docks was pointed out in contrast with the tidal difficulties at Liverpool and the quay system at Hamburg. It is this ability to enter a berth without requiring the use of tidegates, locks, etc., that has so far aided the development of New York as a port. The principal cause of delay to steamers at New York is the time consumed in coaling. which has to be done by means of lighters, but this is being gradually remedied by means of specially designed floating coal loading floats which work on the same principle as grain elevators.

How to Foster Foreign Trade

The American Manufacturers' Export Association, which was organized about a year ago, and which includes in its membership many well known manufacturing concerns engaged in export trade, will hold its second annual convention on Scotember 25 and 26 at the Hotel Astor, New York, The watchword of the convention will be "How to Foster Foreign Trade" and addresses will be made by prominent Washington officials, foreign diplomats and consuls. American manufacturers, merchants and bankers. The annual banquet of the organization will be held at the Hotel Astor, on Tuesday evening, September 26, at 7:30 p. m. Further information can be had from Henry T. Wills, Secretary, 200 Fifth Avenue, New York,

SOUTH AND CENTRAL AMERICA, ETC.

Parameter and the same and the

Mexico Now Has Trade Representative Here

The Mexican Government, in order to cultivate closer relations with the United States in all matters of a commercial representative, with the United States is all matters of a commercial representative, with headquarters at 23 Broadways, New York, in the office of the Mexican Consulate. It is also stated that in a short time the Mexican Government will establish in this city an extensive exhibit of Mexican products and a bureau of Mexican information.

Electrical and Railroad Supplies Needed

A concession was recently granted to American interests for the construction of an electric railroad of about 450 kilometers between Rodas and Tunas de Zaza, Cuba, with numerous branches to sugar estates on the south side. It is proposed to erect a hydro-electric plant to supply the power for operation. Bids for supplies, railway equipment, etc, can be addressed to Mr. Hugh J. Reilily, Jr., general manager of the enterprise, at Cientiuegos, Cuba. The company is called the Cientuegos, Palmera & Cruce Electric Power & Railway Co.

Catalogs Wanted by Brazilian Importers

Messrs, Joao Ramos & Co., Caixa do Correio, agr., Rio de Janetro, Brazil, who describe themselves as importers, agents and representatives of manufacturers, also suppliers to the Brazilian government, advise us that they will be pleased to receive from American manufacturers, catalogs, with prices and discounts and other information relating to their goods. The house counts and other information relating to their goods. The house is successor to Messrs, Frederico Vierling & Co., which was established in 1852.

Improving Pacific Terminus of Panama Canal

Award has been authorized for eight 4-ton electric cargo handling cranes for the pier at Balboa, the Pacific entrance to the Panama Canal, to the Maine Electric Co., at \$10,05,75 per crane, pibs \$3,72 per crane for special installation, pibs \$30,73,95 per crane for magnetic control; total per crane, \$11,05 per crane, \$11,05 per crane, \$11,05 per crane for magnetic control; total per crane, \$11,05 per crane for magnetic control; total per crane, \$11,05 per cr

American-Built Boats for Amazon Traffic

James Rees & Son, Pittsburgh, Pa, engine and hoiler builders, have recently closed contracts involving \$50,000. for the construction of 14 steamboats for use on the Amazon River in South America. The boats will be light-draft, stemiewheel, steel construction, 125 ft. long, 26 ft. beam, 41-2 ft. depth of hold, with a capacity of 20 ton 50 ft freight and 50 passengers, and capable of attaining a speed of to miles an hour. They will be completed within eight months, with the assistance of the Riter-Conley Manufacturing Co., also of Pittsburgh, and will be shipped knocked-down. This is the first large contract placed with American builders for boats of this type, previous orders having gone to British concerns.

Reports as to Lloyd Brazileiro Denied

Mente de la constitución de la c

According to A. R. Graca, general agent of the Lloyd Brazileiro, at New York, beyond a reorganization of the directorate, leading to a strengthening of the company's position, there has been no alteration in the administration of the company. Reports of the purchase of the line by a foreign syndicate and of the bankruptcy of the company are also denied. The coastwise services of the line are from Rio north one weekly sailing for Manaos and other ports. One sailing every ten days for Para, calling at Bahia, Pernambuco and Ceara, and one sailing every fortnight for Penedo via Bahia, etc. From Rio south one weekly sailing to the River Plate. calling at Santos; one fortnightly sailing to Florianopolis, and one fortnightly sailing to Cananca and Iguape, via Santos, The Plate, Parana and Paraguay River service is fortnightly from Montevideo to Corumba, calling at Buenos Ayres, Rosario, Parana, etc., connecting with steamer for Cuyaba.

Booth Liners to Coal at Norfolk, Va.

Newspaper statements, emanating from Norfolk, Va., that the Booth Steamship Company had established a requiar monthly service for freight and passengers from Norfolk to ports in North Brazil, are found to be incorrect. While it is true that some of the Booth liners will call at Norfolk on the outward voyage, it will be only for the purpose of taking on coal, partly for bunkers and partly for discharge at the company's coaling stations at Para and Manoas. For the present, at least, no other cargo will be loaded at Norfolk. Maits, however, to go by such steamers as call at Norfolk, will be dispatched from New York by rail, at the latest hour which will insure connection with the steamship at Norfolk.

Lamport & Holt Service to Be Increased

Press statements that a consolidation has been entered into by the Royal Mail Steam Packet Co. and the Lamport into by the Royal Mail Steam Packet Co. and the Lamport he He Intelligence and the Latter line may be abolished. No change in the local offices, however, is contemplated, and the service between New York and South American ports will be maintained as at present. New boats will be added to the service when the occasion requires will be added to the service when the occasion requires.

Three specially designed steamers of about 12,000 tons each are being constructed for the Lamport & Holt Line and the first of these, the "Vandyck," is nearing completion. She will make her maiden voyage on October 5 from Liverpool for River Plate ports. These ships have been specially equipped for handling chilled and frozen meat from Argentina.

Nicaragua Grants More Favorable Tariff Rates

Through an exchange of notes negotiations were completed last month hetween the United States and Nicasagua under which Nicaragua accords to the products of the soil and of industry in the United States the same rates as are accorded commodities named in the commercial treaties between Nicasagua and Greal Britain, France, Germany and Italy by virtue of the most favored nation clauses in these treaties

Correction Notes for the "Exporters' Encyclopaedia."

SEPTEMBER, 1911.

To Users of the "Exporters' Encyclopaedia"

Unless the Encyclopædia is kept up to date and is accurate it is of little value; in fact, incorrect information is worse than none at all. These pages (19 to 21) are so arranged that they may be withdrawn from the Review without injury to the book, and handed to the Shipping Department.

The "correction notes" herewith apply only to the seventh (1911) edition.

EXPORTERS' ENCYCLOPAEDIA CO., ** BROAD STREET.

Correction No. 1, September, 1911.

BERMUDA (page 220).

Route 3.

Bermuda-Atlantic S. S. Co., 290 Broadway, New York.

British Steamers:

Pier B, Jersey City (adjoining Penna. R, R, Station)

Sailings For Hamilton and St. Georges, every Saturday. Freight-Passengers-Mails.

Regulations.

Same as Route 1.

Minimum bill of lading, 78 cents.

Correction No. 3, September, 1911.

BRAZIL (page 237).

Route 1.

Sailings:

There will be no sailing for Para on Sept. 25 or Oct. 5. The sailing of Oct. 13 for Para and Manaos has been advanced to Oct. 10. There will be no sailing for Manaos on Oct. 5. Otherwise sailings are as given in "Correction Note, No. 2. August, 1911."

> Correction No. 1, September, 1911. CUBA (page 316).

Route 4.

Sailings for Havana, Manzanillo and Cienfuegos have been discontinued.

Sailings for Santiago de Cuba are now every alternate Saturday.

Note:-Route 4 should be crossed out, on page 310, at Havana, Manzanillo and Cienfuegos.

Correction No. 1. September, 1911.

CUBA (page 319).

Instructions Regarding Consular Invoices. The following new regulations have been issued

by the Cuban Consulate at New York; In the future besides the marks, numbers, classes, quantity argoes weight of packages, the following particulars will be required on invoices covering shipments of tissues to Cuba.

1.—Nature of fibre. (Cotton, linen, wool, silk, etc.) 2.—Kind of fissue. (Plain, smooth, twilled, damask-like, or whether it is or not embroidered.)

3.—Bleached, half-bleached, stamped, dyed by the piece or woven with threads dyed before being woven.

4.-Number of threads in six square millimeters.

5.- Length and width in meters and centimeters. b.-Weight of 100 square meters.

7.-Price of the unity and partial value of each kind, and nature of same. 8.- Expenses up to the time of shipment.

PENALTIES.

The Cuban Custom Houses will impose a fine amounting to double consular fees if invoices and bills of lading are eertified on a date later than the arrival of the corresponding ship

there on a date here man the arrival of the corresponding single at the first Cuban port of entry.

The Cuban Custom Houses will also impose a fine of double the fees failed to have been paid at the Consulates, on invoices whose values upon appraisal of the merchandise are found to be more than the value consigned.

The above mentioned fines will not be imposed when in-

voices and bills of lading cover merchandise shipped from coun-tries and through ports where there is no Cuban Consular Office.

In order to have the advantages of the Reciprocity Treaty between both countries, invoices under \$5.00 covering goods of the soil or industry of the United States, should be certified at this Consulate.

Correction No. 1, September, 1911.

CHINA (page 274).

Route 13 should be added at Hong Kong and Shanghai.

Solicitud a los Fabricantes Americanos por mejor empaque para la Exportacion.

Visto las nuescosa quelas de los Consules Americanos en el Extrapero respecto del empieus para experier las Maniedrarea Americanas, el Departamento de "Commerce and Laloor," de Washington, has publicado un libreto instruyendo a les Fabricantes sobre el major modo de cempaqueta sen aurecancias para la Exportación. Exte libreto ha aldo distribuido distribuido una cultura de la compania del la compania de la compania del la compania del



L empaque de las Mercancias Americanas, de un modo propio y satisfactorio, siempre será factor mas que importante en el negocio de exportacion y por lo tante merece primera atencion en cuantos artículos se publiquin para ayudar y dirigir a los inter-

esados, reiterando siempre que sea necesario, los datos y razones tan bien sabidas por aquellos que ya tienen algunos años de experiencia en el negocio de la exportacion de los productos americanos.

En el tránsito del tiempo, siempre habrán nuevos é inexpertos que entran en el negocio y á estos precisamente ha de ser valiasa la experiencia de los otros, evitandose así las quejas y faltas de que tan continuamente vienen dando cuenta nuestros Consules en el Extrangero y que estos no tendrán que estar repitiendo si se dedica un poco de tiempo al estudio de las necesidades del comercio y los primeros principios que han de adoptarse.

Poco despues de haber publicado el libreto sobre Empaques para la Exportacion, en Octobre de 1909, el Bureau de Manufacturas, dirigió a todos los Consules Americanos, cartas circulares en las que se pedian datos específicos respecto de este importante asunto.

Grato fué pues que de muchos lugares dijeran que el método Americano satisfacia y tanto de la Gran Bretaña, como de Francia, Alemania, Italia, el Oriente y Africa, asi como tambien de muchas de las Republicas del Centro y Sud America contestaron los Sres Consules que por regla general el empaque y ctase los envases eran adecuados, las mas importantes deficiencias notamdose el el empaque de los Géneros de Algodon, Harinas, Aceites de algodon y sus productos, Muebles y Maquinaria.

Al mismo tiempo que el Bureau de Comercio decidió pedir estos informes y detalles tan necesarios para aumentar el Comercio con el ertrangero, se consideró tambien la cordura de publicar libremente las francas criticas y quejas que hicieran sobre el sistema de los Fabricantes Americanos en preparar y presentar sus productos para el Comercio extrangero. Esta parte dels negocio ha sido obgeto de muchas comunicaciones é informes libremente enviados por los Consules y de ellos se desprende que los informes dados por el Bureau sobre el particular han sido beneficiosos, y un ochenta por ciento de los Consules concuerdan en que la publicacion de tales faltas y defectos ha sido beneficiosa al comercio en general. En muchos lugares donde las quejas y faltas se hacian tan manifiestas por el rapido decremento en la importacion, se ha necesidades del extrangero y la insistencia de algunos exportadores, én continuar sus propios métodos, han en muchos casos resultado en pérdidas de negocios, mas no hay dudas de que las publicaciones del Departamento de Comercio de los Estados Unidos, han contribuido mucho a mejorar condiciones que en años conseguido nuevo consumo y la opinion general gradualmente concede que vamos satisfaciendo las necesidades mas urgentes. Defectos flagantes en el empaque, debidos a la ignorancia del fabricante de las pasados eran casi insoportables, y el descontinuar ahora tan importante obra seria mucho mas dañoso que los mas seivas criticas basadas en la verdad.

No hay dudas que es necesario, que el gobierno americano trate de alentar lo que llamaremos un "Senciente nacional" respecto al comercio con el extrangero, si es que vamos a tratar de vencer la competencia que nos hacen las otras naciones y parte importantisima en este senciente tiene que ser el orgullo universal en la reputacion de nuestros productos y sus envases. La honradez en calidad y escrupuloso cuidado en los embarques y sus documentaciones asi como tambien atencion a todos detalles por insignificantes que puedan parecer, serán la base sobre que plantear la reputacion nacional. Por el contrario, descuido de tan importantes detalles, será veinte veces mas desastroso en el Comercio con el extrangero de lo que los mismos males causarian en el domestico. Nada mas fácil a nuestros rivales que exagerar cualquier falta y hacerlas defectos y flaquezas nacionales y esto en si es motivo mas que suficiente para que nuestros Fabricantes y exportadores se empeñen en evitarlo y al mismo tiempo ayuden a todos aquellos que publican las faltas con el obgeto de remediarlas.

Cuando el fabricante exporta directamente, la responsabilidad de empaque adecuado recae sobre el solo, pero cuando hace sus ventas por conducto de Agentes Exportadores ó Comisionistas, la responsabilidad puede facilmente dividirse entre ambos con desastre para los dos; esto se hace patente en una carta del Sr. Consul General William H. Michael de Calcuta, en la que refiere a un embarque de mercancias que llegaron dañadas; dice así;

"Es muy probable que el motivo porque las mercancias fueron empacadas tan mal, para la exportación, sea porque el empaque se hizo en la misma fábrica ignorando las condiciones y solo con la intencion de entregarlas al Agente en New-York ú otro puerto, y él ó los Agentes, sin reempaquetar, las envia ron en los envases originales. Es tambien probable que mientras que los envases originales serána sufentes ó propios para trasladar la mercancia de la fábrica al puerto de embarque, no lo eran para revisir el largo viage, mal trato y trasbordos que habian de sufrir en el tránsito hasta la fadía. Sí los Pabricantes

(Continua e le pagina 22)

Correction No. 2, September, 1911. DUTCH GUIANA (page 323),

Route 1.

Sailings for Paramaribo, until the end of 1911, are: Sept. 18, 25; Oct. 9, 16, 23; Nov. 6, 13, 20; Dec. 4, 11, 18,

> Correction No. 1, September, 1911. ITALY (page 487).

Route 10.

Service for Genoa has been discontinued. Note:-Route to should be crossed out, on page 478, at Genoa and Savona.

> Correction No. 2, September, 1911. MEXICO (page 529),

Following are the Custom Officials of the National Railways of Mexico at frontier points:

Eagle Pass, Texas..................J. N. Shafter.

Laredo, Texas (New Laredo, Mexico) M. W. Brennan.

Nogales, ArizonaL. Castellanos. Following are the Customs Agents of the National Railways of Mexico at the ports;

TampicoE. H. Decelles

Correction No. 1, September, 1911. PORTUGAL (page 635).

Route 10. Fabre Line, James W. Elwell & Co., General Agents, 17 State St., New York,

French Steamers (Pier, 31st Street, Brooklyn). Sailings:

For Azores (passengers only) and Lisbon about every three weeks.

Freight and Passengers.

Regulations.

Same as Route 1 except that Company keeps only one copy of the bills of lading,

No hazardous cargo carried,

Minimum bill of lading, \$6.25.

No parcel receipt issued.

Note:-Route 10 should be added, on page 629, at Lisbon.

CONSULAR INVOICES OR CERTIFICATES
OF ORIGIN FOR

ARGENTINA HAITI MEXICO PHILIPPINES PORTUGAL. SANTO DOMINGO VENEZUELA

CUSTOM HOUSE CLEARANCES

Correction No. 1, September, 1911. URUGUAY (page 727). Consular Charges.

> Certification of bills of lading..... \$1.04 Certification of Parcel Receipts (when value exceeds \$5.00) T.O.4 Certification of Parcel Receipts (no value) 20 cents Certification of Fire Certificate on petroleum...

> > URUGUAY (page 728).

Consular Regulations,

Bills of lading presented to the consul for certification will not be delivered until the afternoon of the following day (with the exception of sailing day).

Correction No. 1, September, 1911. Shipping Routes from Boston.

Route 1 (page 756).

Sailings from now until the end of the year, will be: Sept. 19; Oct, 17 and 31; Nov. 14 and 30; Dec. 12 and 28.

> Correction No. 1, September, 1911. Route 2 (page 757).

Sailings for Liverpool, are now:

Sept. 26; Oct. 3, 10, 24 and 31; Nov. 7, 21 and 28. Sailings for Gibraltar, Naples and Genoa, are now:

Sept. 30; Oct. 21; Nov. 11 and 25; Dec. 9 and 20.

Correction No. 1, September, 1911. Route 15 (page 766).

This service has been discontinued.

CUSTOM HOUSE CLEARANCE. 1911.

Bonded Goods (page 61).

A notice has been posted in the Third Division of the Custom House reading as follows:

"Notice is hereby given that in future when bills of lading are presented for cancellation of export bonds covering through shipments, and shipments on which the duty amounts to \$100 or less, landing certificates will be required when such shipments do not appear upon the manifest of the export vessel,

"It therefore behooves those interested to see to it that their clearances are properly filed with the steamship company, and further, that the shipment shall be properly entered upon the manifest of the export vessel by the steamship company."

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(Continua de la pagina 20.)

envasaran sus mercancias en las fábricas cuando son para exportar, en envases y de un modo adecuado ó de lo contra rio hicieran que se reempaquetasen en el puerto de embarque, muchos de los daños y perdidas que resultan, se evitarian."

Con respecto a tan importante asunto, citamos lo que escribe uno de los principa; exportadores de New-York:

"Nosotros empacamos y reempacanos muy poco, las mercancias que compramos para exportar se empacan por los vendedores y no abrimos las cajas &c. Siempre damos instrucciones precisas para que se empaque cuidadosamentte, mas tanto nosotros como nuestros marchantes sufrimos grandemente por la falta de cuidado, indeferencia ó la ignorancia del fabricante americano de tan importante requisito. El fabricante americano no se fija en que mientras que él en alguna que otra ocacion aborra algunos cuantos pesos al hacer embarque, el comprador en el extrangero, no pudiendo reponer facilmente partes rotas ó que resulten de ménos, muy amenudo tiene que pagar cinco y hasta diez veces lo que hubiera costado un poco mas trabajo o material al empaquetar aqui, y no pudiendo reponer o duplicar, pierde tiempo è intereses de su dinero mientras que hace llegar nuevamente derde agux lo que le has faltado ó se ha roto, y no es esto lo peor, sino que en muchas ocaciones pierde su cliente."

La responsabilidad del empaque es cosa que debe localizarse figamente entre el embarcador y el fabricante, y no basta con que lleguen en buena condicion á manos del que los van a encaminar. Con respecto a esto dice uno de los Exportadores:

"Con frecuencia, nos preguntan fabricantes si bastará empaquetar en jaulas ó en cajas y si los envases que se usan para transporte domestico, no serian suficite fuertes para exportar; siempre contestamos que aumque las Compañías de Vapores ú otros transportes aduntian caspa aparentiement en buena condicion no debe esto considerare como critério para determinar que el empaque sea propia para el caso."

Quizás la regla mas segura, seria que el fabricante no cuente con el comprador ó embarcador ha de reempaquetar, sino que él sea el que cuide que la mercancia salga de su fábrica en condiciones propias para llegar en buena condicion a su destino.

Empaque adecuado, quiere decir debida consideración al interes del comprador en el extrangero. Las Compañías conductoras sin duda causan gran daño con el brusco trato que dan a las Mercancias, mas esto no quita responsabilidad al embarcador, pues que meintras mejor el empaque ménos sufrirá aun con el mas brusco y duro trato que reciba en el transporte; cotiramos a otra casa embarcadora;

"Lo que mas importante dele ser al fabricante en la cuestion del envase al preparar sus mercancias para la exportación, no debe ser el "Poco enpaque ó gasto que han de requerir para llegar en buena condición a su destigo," sino el "Como empaqueta para tener absoluta seguridad de que han de llegar biem"

"Salemos que muchas son las ordenes que se pierden lor la simplisima arrono que la primera que se ha servido demuestra partituremen a comprador que no se ha de mostrado el
muestra partituremen el comprador que no se ha de mostrado el
cuidado ni interés que debiren de la tema confectorcentidado ni interés que debiren a destino. "La
la suma confectorcentidado ni interés que debiren la compania de
la confectorcentidado ni interés que debiren la
la metancia al llegar su destino. "Le
suma confectorcentidado que la primera conficien de
la fabrica, mientras que es bien sabido que la primera conficien de aceptacion de pedidos del
cetrangero, es la entreça lo mas pronto posible y que considerandose las grandes distancies a que se han de llevar y el trato que
han de recibir en el trayecto; el envase y empaque no se puede
hane en enclassidos cuidados."

El Secretario de Comision clasificadora de cajas y envases de madera, dice;

"Las condiciones que hoy existen se deben mayormente a la falsa cenomica de los compacadores, de los productos de las fásis accomonia de los compacadores, de los productos de las fásibicas americanas. El fabrican te extrangero trata de hacer stitavenas et al compacado que la mercancia el lelegará bien; mientras que el fabricante americano atiende poco el la la mignotrante punto, limitandos e a economizar cuanto pueda y esta comisión opina que en niugan otro país del mundo se destitende tan importante repuisto como acuer de en este."

Improprios envases, son caros sea cual fuere su costo y los compradores del extrangero siempre han de preferir pagar extra por buen envase y empaque, a recibir sus mercaucias dañadas ó en mala condicion y cuando recomiendan, como usualmente lo hacen, el mayor cuidado, exigen que se sigan sus instrucciones. Es deber de todo fabricante el atender a las instrucciones que al efecto se le dán, y aun cuando no las teuga, debe estudiar las condiciones y ruta de la mercancia para tomar las debidas precauciones.

Lo primero que debe tener en cuenta el fabricante, es el modo como las mercancias han de llegar a su destino, si han de ir de la fabrica directamente a su destino sin cambios de transportes, el problema es fácil y si han de ir a lugares en el Canada ó Mexico, donde van por Ferro carril casi siempre en el mismo carro en que han salido de la fabrica (si en suficiente cantidad), claro está que el mismo envase que se use para el pais, servirá para el extrangero. Pero si por el contrario, y como es tan usual, tienen que pasar por manos de Ferro carriles, lanchas, vapores y otros transportes terrestres, los envases nunca serán demasiado buenos, ni fuertes. Cambios de un medio de transporte a otro por fuerza causa mas o menos daño, como se demuestra en lo que embarcamos a Mexico, de donde pocas son las quejas de lo que vá por ferro carril y muchas sobre lo que va por mar a Vera Cruz y luego por otras vias a su destino.

(Continuará)

The Exporters' Review

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See Circulation Statement on page 9 of this Issue.



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GREAT BRITAIN AND THE CONTINENT

Should Cause Demand for House Furnishings

Various signs point toward an approaching "building boom" in Constantinoje. There exists a strong demand for apartment houses, office buildings, and warehouses equipped with modern conveniences. Already many new buildings are planned. Five structures at Robert College, a new bank building for the Bank of Athens, a new hotel, and there or four large buildings for the American College for girls are all in course of erection, including structural iron, buldlers' hardware, galvanized tin and asbestos roofing, lifts, plumbers' supplies, leavory fittings, should therefore find a market there.

Italy to Improve Telephone System

The Italian Ministry of Posts and Telegraphs has received an extraordinary grant, for inclusion in the 19to-19tt
budget, of 3,210,000 lire(\$94,2000) for extensions to the national telephone system. In addition to installing some 700
miles of telephone lines between a number of important centres in the interior of Italy, provision is made for the establiahment of the following international lines:—Rome-MilianSimplon, Turin-Milan, and Genoa-Milan, for communication
with Germany, Milan-Swiss Frontier (Chiasso) and MilanSwiss Frontier (Simplon), for direct communication with
Bale and Zurich.

American Patent Medicines in Europe

A large demand in Europe for American patent medicines would scarcely be expected, yet the exports to England alone have averaged \$3,000,000 per annum during the past three years, while smaller values went to other European countries, such as Germany, France and Austria. The larger exports of American medicines of the class under discussion in the fiscal year 1910 included England, over 1 3-4 million dollars; Germany, \$4,000; \$9ain, \$5,5000; France, \$5,5000 and England, \$1,000 and \$1,000 an

Ten Per Cent. Advance in Ocean Freight Rates.

As a result of the recent successful strike of seamen and others employed by ocean steamship companies, the transatlantic lines have decided to increase their freight rates ten per cent. in the near future. The demands of the strikers, which were conceded by the steamship companies, formed a new item in the operating expenses of the lines, which could be met in no other way.

European Agencies for American Manufactures

The announcement of Mr. Ewald Conrad, of Berlin, Germany, in this issue (page 40), should be of interect to many of our subscribers. Mr. Ewald, who has been secretary of the Annetican Chamber of Commerce, in Berlin, for several years, is enthosiastic as to the possibilities for American manufactures of many kinds in Germany, Austria, etc., providing prices are competitive with similar goods there. During his visit to the United States, for the purpose of obtaining agencies in Europe, for American manufacturers, he will make his headquarters at the office of the Exporters' Review, 80 Broad Street, New York, and will be pleased to heaf from manufacturers interested.

Credit A Large Factor in Russian Trade

A Warsaw merchant, to whom some twenty-five American manufacturers had furnished prices, etc., for their goods, writes as follows to the Department of Commerce and Labor, Washington, D. C.;

"All of the American firms that have addressed me refuse to give any credit whatever to customers, but require payment in America against documents and before the customer has received the goods. In my opinion this is a great obstacle in the way of development of commercial relations with our place, the tradesmen of which are accustomed to a credit of one to several months. England, Germany, Austria and France accept this custom, the United States alone making an exception. Germany profits by this by selling at high prices in Russia goods purchased for cash in America, and it is to the interest of those now handling the trade to represent our place as not worthy of credit. We have classes of customers such as are found everywhere, good, medium and indifferent; but it is always easy to get information as to the solvency of firms with which one enters upon commercial relations. And if Germany has become the mistress in our market she owes it only to credit wisely accorded."

Vienna Drug Importer Opens Office Here

Mr. M. Kris, a well-known wholesale drug importer of Vienna, Austria, has opened New York offices at 24 State street. He will be pleased to hear from American manufacturers of druggists' specialties, proprietary medicines, and shippers of crude drugs, in regard to the sale of same in Central Europe.

An Appreciative Reader in Germany

The following letter from one of our subscribers in Dresden, Germany, is of interest:

"Your cartoon in the July issue and Mr. Lovés article are flost stuff and should be reprinted and circulated among American manufacturers through the various manufacturers' associations. Here in Dreaden I get Spanish circulars from the United States and letters asking the addresses of cane-supar planters in this district! Also I get shipments from America, routed via Liverpool and letters addressed "Dreaden, Austria."

First President of Newest Republic Elected

Manoel de Arriaga, a lawyer and procurator general in the Provisional Government, has been elected the first president of the Republic of Portugal. Arriaga was chosen by the Constituent Assembly, which was elected by the people last May. He received 12t votes and was the favorite candidate from the first. The term of office is four years and re-election is prohibited. The yearly salary is \$20,000, in addition to \$6000 for official expenses.

American Thoroughbreds for Germany and England

James B. Haggin of New York, owner of a famous Kentucky stud farm, recently shipped fifty of his most highly ded mares to Berlin, Germany, where they will be sold at aution. A shipment of too mares will be made to Engkaha this month. It is stated that Mr. Haggin will devote all his resources from now on to breeding cattle.

A S I A INCLUDING EAST INDIES, ETC.

China a Good Market for Building Materials

The sum of \$6,000,000 spent by China last year on the purchase of foreign building materials, cement, timber, furniture, window glass, etc., is indicative of another far-reaching change which is coming over the habits of the Chinese people. The dilapidated rows of one-storied houses of lath and plaster, dark, unsanitary and comfortless, which formerly did duty as Government offices, schools, barracks, etc., are rapidly disappearing before buildings in foreign style, of brick and stone, fitted with such up-to-date conveniences as electric light and steam heating; while in all the large eities and trading centres, merchants and shopkeepers are replacing the shanties of former days with modern constructions in which the yanglou or foreign upper story, and the plate-glass window, are usually conspicuous features. For such articles as steel joists and plates, ironmongery and tools, corrugated iron roofing, paints and distempers, window glass, electric accessories, water and beating plant, &c., China should be a good customer for many years to come.

U. S. Holds Nail Trade of Japan.

During 1910 the United States sold Japan a total of 38-49,0889 pounds of plain and galvanized nails, screws, bolts and nuts, rivets, dog spikes, boot protectors and similar articles, The great bulk of this trade was in nails, amounting to 37-181,286 pounds, valued at \$7,78,786. Japan's total imports of plain and galvanized nails amounted to 65,241,527 pounds, valued at \$1,389,241, so that the United States supplied considerably more than half.

Americans to Conduct Chinese Medical School

The establishment of a great medical school in China which will aim to train the Chinese to the necessity of adopting Western systems of medicine and hygiene is about to become a reality, and next February the doors of the big college will be thrown open in Shanghai.

The project is one which has as sponsors physicians connected with the Harvard Medical School, one of whom, Dr. Martin Russ Edwards, will head the new school. He will have a corps of fifteen Harvard assistants.

Proposed Underground Railway for Tokio

A project is on foot in Tokio to build an underground railway line—a tube, presumably. The first section is to be of 31-2 miles in length, and it will be constructed 40 feet below the surface. It is expected to cost 3,000.00 year. The traffic in Tokio is increasing enormously, partly owing to the extension of the town in all directions instead of larger buildings being erected in the center.

American-Syrian Chamber of Commerce Plans

We are in receipt of a communication from the American-Syrian Chamber of Commerce, Beyrouth, Syria, setting forth the aims of the Association and giving particulars of the cost, etc. to American manufacturers for exhibiting their goods in the permanent exhibition of American and Syrian manufactures and products which they have decided to establish. We will be pleased to furnish full particulars to subscribers interested.

Important Developments in Dutch East Indies

The provincial authorities of Rembang (Java) have received three applications for concessions for the establishment of an important network of railways. The first project is for a line tor run from Tandjong-Bendo, passing by way of Lassem, Pamottan, Sedan, Djaitrogo, Pontjo, Rengel and Toeban; the second for a line to connect Watspool (Djaitrogo) with Bodjonegono; the third to serve the districts between Lassem and Djaitrogo, the I is practically certain, that these concessions will be granted.

The 'Hollandsche Aannemingmaatschappi,' domiciled at The Hague, has been awarded the contract for carrying out of the proposed extensive harbor works at Sourabaya. The cost of the undertaking is estimated at 12,886,000 pulled (§5.31,80.01), but it is stated that the figure will reach 14,000,000 guiden (§5.85,000) but the cost of various supplementary works is included. The Dutch Minister for the Colonies bas ordered of the Nederland Shipbuilding Co, of Amsterdam, a floating dock of 14,000 tons capacity for the barbor of Sourabaya. The dock will be towed to destination.

Consumption of Paint in Japan

The amount of paint consumed in Japan in a year is valued at about 10,00,000 year, and almost 80 per cent. or even 90 per cent. of the demand is supplied by foreign products. The Japan Paint Company with a capital of about 1,00,000 yen is the only establishment in Japan for paint-making. This company competes with foreign products in the paint market of Japan. Great Britian exports to Japan paints to the value of 8,000,000 year, and year. It is believed that American paints would find a ready sale in Japan, as the local product is not very pooular.

American Bank Assured For China

Arrangements have been completed for the formation of an American bank in China. The new institution will have a capital of \$10,000,000, half of which is being subscribed in China. The bank, which will be called the American Alaies Bank, will have branches at Canton, Shanghai, Tientsin and Hankow.

American Co. Buys Sumatra Rubber Tract

With the recent purchase of 70,000 acres of land from the New Ashan Tobacco Co, the United States Rubber Co, has acquired 83,000 acres of land in Sumatra. Prior to this purchase the Rubber company secured two parcels of land of 10,000 and 3,000 acres respectively. On the latter a large number of rubber trees have already been pranted. The latest purchase is regarded by the management of the Rubber company as particularly valuable, as it is stated that when these 3,000 acres are producing the company will be in an independent position with respect to the crube product.

Ceylon to Spend Money on New Railways

The final estimate for the extension of the Colombo-Negombo railway northwards along the west coast of Colon to Chilaw has been approved. The length of the extension is about 27 miles, and the cost is placed at 3,03,000, of which \$61,550 is appropriated for expenditure during the current financial year.

AFRICA CAIRO TO THE CAPE

Proposed Developments in South Africa

The following items in regard to proposed developments in

South Africa are of interest:
A sum of \$2,500,000 is to be spent immediately on the Im-

provement of the railways traversing the Rand, Transvaal. The Union of South African Parliament has decided to

The Union of South African Parliament has decided to raise for public works \$20,000,000, much of which will be spent on imported materials.

The Katanga Railway Co. is about to increase its capital by \$10,000,000, for the purpose of pushing on with the construction of the Cape-to-Cairo railway from the present terminus at Elizabethville to Bukama.

A Bill was introduced into the House of Assembly, and a passed its second reading, providing for the expenditure during passed its second reading, providing for the expenditure during the period from May 31, 1911, 10 March 31, 1912. For railways and hardore capital and betterment services, of \$8,88,87 I. The services include: Construction of new lines (new proposals), 12,000,001; completion of lines under construction, 1,00,000 I; new works on open lines, 1,565,417 I; rolling stock, \$1,000,000 I; harbors, 20,000 I.

Increased Banking Facilities for East Africa

The Standard Bank of South Africa, which has an agency at 55 Wall street, New York, has recently opened branches in several ports of British East Africa and in Zanzibar.

Tenders Invited for Lighthouse Construction

The project of erecting lighthouses in Morocco comprises the initial construction of five and the installation of buoys and other marine signals. It is stated on good authority that the lighthouses at Casablanca, Mazagan, Saffi and Mogador are to cost within \$23,500 each, and the one at Cape Malbaba within about \$3,300. Bids will be taken for these lighthouses of structures and the other for the control of the lighthouses or structures and the other for the occupancy and the contracts are secured by different applicants or contractors, the former is bound to communicate to the latter the plans of the buildings, in order that the apparatus to be furnished may be made adjustable to them. The contract is at present undergoing embodiment by the Chief Engineer of the Moorah Government, and the tender will be announced shortly, after which announcement the bids are to take place one hundred days later.

Will Need Wire For Telephone Improvements

It appears from the report for 1910 of the Dostmasterceneral of Southern Rhodesis that he has recommended that two additional copper telegraph wires be installed along the railway from Salisbury to Bulwayo and thence to the horder of the Cape Province at Ramathlabama. The cost is estimated at \$100,000.

Export Commission House Buyers

(Continued from page 15.)

in the recent loan of \$50,000,000, raised for the purpose of building an important trunk railway in that country, it is only natural to suppose that a much larger proportion than heretofore of the material required will be imported from the United States.

One of the main suggestions that Messrs, Fearon, Daniel & Co. have to offer to American manufacturers. is the urgent need of sending out technical men to China to work in conjunction with the China importers handling the manufacturers' wares in that country. By teclinical, they mean men of good address, and who positively understand their line in all its details, and who are also gentlemen in every sense of the word -personally and commercially-particularly in their having a certain amount of knowledge of export and import operations in foreign countries, such as the manner in which the financing is done and the ways and means used to introduce and exploit new goods into such a territory as the Orient. Above all, however, the men sent out for such purposes must be gentlemen who are reasonable enough to understand that the China importer knows more about the conditions in China than they do, and that the knowledge and experience gained by the said China importer should be considered first as being the more likely correct, and in view of which it would not be wise to attempt to force the Chinese into American methods of doing business. It will never work, as the Chinese

carry on their operations in a certain and old established manuer, and, as is no doubt well known, these same Orientals are great sticklers for ancestry worship, and what was good enough for their forelathers and fathers is good enough for them. This is the way they reason, hence anything contrary to their way of conducting business generally meets with failure.

The European manufacturer is always agreeable to follow out to the letter anything that the foreign buyer wishes, whereas the American manufacturer, as a rule, will only do it if it does not interfere in any way with his usual methods. To sum up the whole subject; follow buyer's instructions implicitly in every phase and detail of the order; always deliver goods exactly as represented, and pack with every possible care-all of this in view of the fact that the goods are obliged to go on a long voyage and, unless the buyer's directions are carried out exactly, lots of trouble, annoyance, and loss of time and money result, with the consequence that the buyer has no further confidence in the American manufacturer and thereafter purchases his requirements elsewhere. It must always be remembered that the buyer in foreign parts does not place all these restrictions upon manufacturers just for the purpose of making the business appear difficult, or without real cause-it is because he is obliged to do so under the laws and regulations governing importations into his country.

AUSTRALIA INCLUDING HAWAII & OCEANIA

Rolling Stock for South Australian Railways

Railways and up-to-date transport facilities have played an important part in the development of South Australia. At the present time there are 2,000 miles of railways operating and in course of construction, and they are practically all State-owned. Grain is one of the chief commodities handled; but the activity in Broken Hill has been responsible for the carriage of large quantities of ores and materials for the mines.

To cope with this growing business it has been found necessary to add considerably to the rolling stock, and there are now in course of construction by Government and private workshops, engines, passenger and freight cars to the value of \$2,000,000

Sydney to Have Modern Office Building

A contract has been placed in Sydney, N. S. W., for the erection of a building which is to be 13 stories high, and the highest of its kind in Australia. Besides the usual elevator there will be an express service with the first stop at the sixth floor, and also a freight elevator. Letter delivery tubes will be provided on each story, and there will be a vacuum cleaner on each floor, the suction for which will be created by an electric motor in the basement.

American Locomotives for Australian Government

Proposition of the Party of the

The British steamer "Livingstonia," 2,700 tons net, has been chartered to load a consignment of twenty locomotives, built by the Baldwin Locomotive Works, for delivery at Sydney and Melbourne for the Government railways. In addition to the locomotives, the "Livingstonia" will take a large quantity of case oil

Active Demand for Lumber in Australia.

The British steamers Strathblane and Belle of Scotland are under charter to load full cargoes of Oregon pine lumber this month at Puget Sound ports for Australia. Heretofore shipments of this character have been made in sailing vessels, but the demand for lumber in Australia at present is so active that steamers are now being engaged.

Big Australian Electrical Tramway Project.

The project to electrify the suburban tramways and railroads of Melbourne, Australia, has received the sanction of the Royal Commission on Melbourne traffic, appointed to look into the matter. The project involves an expenditure of more than \$25,000,000.



7187

FOREIGN TRADE OPPORTUNITIES

The following are among inquiries received by the Buresu of Manufactures, of the Department of Commerce and Labor, Washington, D. C., during last month. Manufacturers interested can obtain full particulars, free of charge, by writing to the Bureau of Manufactures and referring to the number given.

7176 Raw aw cotion, cotto vern and cloth Bnigaria.

Electrical machinery fountaln-Ger-

7185 Machinery for drying salmon. Siberla Electric-light fixtures-Germany. Shoes, textlies and clothing material-Per-

Machinery, soaps and perfumes-Mexico 7189 Specifications for pulp and paper mill-Enrope. Maride-working machinery—Latin-America. Coffee machinery—Africa. Coffee machinery—Africa.
Motor and speed boats—Russia. 7194 7196

Saws-Germany.
Knocked-down furniture and since polishing machines—South Africa.
Stationery and office supplies—France. 7197 7198 7200 7203

Stationery and office supplies—France.
American leather—Russia.
Tenders for bridge—Montevideo.
Watches, drugs and machinery—Persia.
Novelties for advertising purposes—Cans
Fire-fighting systems—West Indies. Canada Fire-fighting apparatus-Canada.

Machinery for pressing clothes-Canada. 7214

Agricultural machinery-Portugal. Photographic engraving machinery and ap paratus-India, 7219 Chalk, crayon and pencil-making machinery 7279 Machinery, stoves, bardware and novelties— Turkey.

Accessories of a nail mill-Canada.

Hoop-making machinery and boop stock-Sectional bookenses-Far East. Bicycles and accessories-Europe

Machinery for starch factory-Mexico, iron Pipe Syria.

Glass bullies-Canada, Brick and life-making machinery and wire rope and cable—Levant. Olco oll and leather—Europe. Metals and Iron and steel goods—Russin.

on school furniture and supplies-7:33 Mexico enders for pumping plant-Australia.

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Bolivia Will Need Railway Materials

The railways actually under construction in Bolisia are: A line from Rio Mulatos on the La Par line, the Ptoots, a distance of about 166 kilomas, which crosses a mountain range at an affitted of 1,580 of test with a grade of about 3 per cent; about 40 kilomas of this work have been done, and track laying should commence soon. A line from Oruno to Gétabamba, a distance of some 200 kilomas, over a very difficult mountainous country, crossing the Cordillera at an altitude of about 1,2000 feet, with a sudden fall of 8,000 feet. On the Oruno side the grade will be about 2 per cent. and on the Cochalambas side about 3 per cent. Some 45 kiloms, are already finished, and construction trains are running over the distance.

The next branch of the scheme of railways to be constructed will be the Lyuni-Tupiza line, which will pass by the valuable tin and bismuth mines of Chorolque and Tazna, and which, when the connection from Tupiza to the Argentine frontier is completed—a distance of about 60 miles—will form part of the overland route from Antofagasta, on the Pacific Coast, to Buenos Aires.

The Antofagasta Company further propose to extend their line from Cochabamba to Chimore, a ropical district covered with virgin forest, watered by the navigable tributaries of the Mamore River, where rubber is said to be found in abundance. This would afford another outlet for Bolivia through the Amaron to the Atlantic Ocean, and would be the means of opening up many of the rubber districts as yet unexploited. A railway from Yacubia, on the Argentine frontier, passing through Eastern Bolivia to Santa Cruz, is also under contemplation. 9

Suez Canal Traffic Increases.

In the official return of the navigation through the Sueze Canal for the year 1910, as compared with those of the two previous years, 100% and 100%, it is stated that the net tonnage for the past year shows an increase of 134,427 tons as compared with that of 100%, and an increase of 134,427 tons as compared with that of 100%. The increase in the net tonnage had the effect of increasing the gross receipts, which amounted in 1910 to the highest sum ever reached, viz. 130, 446,527 france, as against 120,642,677 francs in 100% and 108,482,157 france in 100%.

Rapid Growth of Southern Brazilian City.

In fourteen years Sao Paulo, Brazil, has been transformed from a town of 47,000 inhabitants to a handsome commercial city and important seat of manufactures, with a population of 330,000. It has twenty-three cotton factories, which amploy over 7,000 hands and absorb all the locally grown cotton, necessitating large importation from Pernambuco; twenty woolen factories and many others for the manufacture of miscellaneous articles, among which boots take an important place. The railway mileage of the State has trebled in less than thirty years, having now 3,000 miles of 1000 miles of 10

Growth of Exports Through Southern Ports

Of the \$2,040,320,100 worth of merchandise exported from the United States in the last fiscal year, \$747,448,478, or 36.4 per cent., passed through Southern ports. Nearly 47 per cent. of the total, or \$944,000,000 worth of the exports, originated directly or indirectly in the South. This Southern production was represented in the exports by \$585,319,000 worth of raw cotton, \$40,852,000 of cotton goods, \$27,491,000 of cottonseed, cottonseed cake, meal and oil, a total of \$643,662,000 traced to the cotton plant; \$25,023,000 naval stores and \$0,060,000 phosphate rock, a total of \$687,754,000 of products distinctively Southern in their origin. To that sum, constituting 33.5 per cent. of the total value of exports, should be added as the South's share in merchandise exports in which the South has hardly a monopoly, \$75,000,000 of lumber and its products, \$37,000,000 of tobacco, \$35,000,000 of mineral oil, \$20,-000,000 of coal, and at least \$80,000,000 of foodstuffs, iron and steel products, etc., totaling \$256,000,000 and bringing the aggregate of merchandise exports of Southern origin to \$044,-OHO.000

Independent Exports of Case Oil Growing

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It is stated that the Graselli Chemical Co., of Cleveland, will in a short time establish a Cauadian factory at Hamilton, Ontario, the company having recently purchased too acres of land in the northeastern part of the city, for the plant. It is expected that about \$1,000,000 will be spent on the construction and equipment and that at least 1,000 hands will be employed.

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NOTE.—The lines are arranged alphabetically under the port of departure. This enables subscribers to the seventh (1911) edition of the "Exporters' Encyclopaedia" to ascertain quickly the proposed sailings of all lines, except where the agents could furnish no advance information.

CAUTION.—The sailing dates given below, although compiled with extreme care, should be considered as merely approximate, except for the regular Trans-Atlantic passenger lines. The publishers, however, assume no responsibility as to the accuracy of the information.

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- AMERICAN & AFRICAN 8. S. LINE: For Cape Town. Algon Ray. East London. Port Natal, Delagon Ray-York Castle, Oct. 6; Bloemfon-teln. Oct. 18.
- (edu, Oct. 18. AMERICAN ASIATIC S. S. CO.: For Slagapore and Philippiness—Ducre Castle, Oct. 5. AMERICAN & AUSTRALAN S. S. LINE: For Freemantic, Adelaide, Melbourne, Sydney and Hilbanne-Anglo-Mexican, Sept. 21; A steamer
- MERICAN & AUSTRALIAN S. S. LINE; For Melbourne, Sydney, Auckland, Wellington, Lytelon and Dunedin-Den of Airlie, Sept. 15; A steamer Oct. —
- A Steamer Oct. —. STEAM S. S. LINE: FOR Havana, Gundanamo, Santiago, Munzanillo and Ciental Control Co
- AMERICAN & CUBAN LINE (Mexican Service):
 For Tampico, Vera Cruz and Progreso—Tra-
- AMERICAN & INDIAN LINE: For Port Said, Hodeldah, Aden, Bombay and Calcutta-Ka-binga, Det. 14. *AMERICAN
- binga, bet, 14.

 AMERICAN LINE: For Southampton St.

 Paul, Sept. 23; Philadelphia, Sept. 39; St.

 Louis, Oct. 21; New York, Oct. 14; St. Paul,

 Oct. 21; Philadelphia, Oct. 28. AMERICAN AND MANCHURIAN LINE: For Hong Kong, Shanghai, Moji, Kobe and Yoko-hama-Kansaa, Sept. 25. For Singapore and
- Hong Kong, Shanghai, Moj huma-Kansaa, Sept. 25, Manila-Kazembe, Sept. 20, AMERICAN & ORIENTAL LINE: For Hong Kong, Shanghai, Kobe and Yokohama—Jes-seric, Oct. 25.
- serfe, Oct. 25.
 AWERICAN-HAWMHAN S. S. CD; FOT Puerto
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- Nov. 4. *ATLANTIC TRANSPORT LINE: For London STILVITE TRANSFORM LANE, For London-Minnerschaft, Sept. 21. Minnerschaft, 20. Minner

- pher, Oct. 19; Clement, Nov. 2; Stephen, Nov.
 BOOTH LINE; For Para, Maranham, Coara and
 Parashchas—Paiyaran, Sept. 25; Crispia, Oct
 BRISTOL, UTIL LINE; For Seames and Briston,
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 BRI
- COMPANIA TRASATLANTICA: For Cadis and Barcelona—Moutserrat. Oct. 6; A steamer
- Nov. 5.

 **CINABD J.INE; For Liverpool Lusitania,
 Scol. 29; Caronia, Sept. 23; Campania, Sept. 27;
 Mauretania, Oct. 4; Carmania, Oct II; Lusiionia, Oct. 18; Campania, Oct. 25; Mauretania,
 Nov. 1. "UNARD LINE; For Naples, Flume and Trieste

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-t'arpathla, Sept. 21; Ultonia, Oct. 12; Pau-ELDER DEMPSTER LINE: For Canary Islanda

FAHRE LINE: For Marseilles-Madonna, Sept 25: Venezia, Oct. 3; Germania, Oct. 10; Sant Anna, Oct. 19; Roma, Oct. 28; Madonna, Nov. 11. Steamers Germania and Roma call at

Stealmers Original Annie, For Hamburg Lichon also MMRHCAN LINE; For Hamburg Hamburg, Sept. 19; Chedmand, Sept. 23.
 Kvin Aug, Victoria, Sept. 25; Fres. Lincolu, Oct. 3; Victoria Lulise, Oct. 7; Pres. Grant, Oct. 10; Amerika, Oct. 41; Pennaylyania, Oct. 21; Cleveland, Oct. 21; Patricka, Oct. 25; K. A. Victoria, Nov. 4.

Victoria, Nov. 4:

**HAMBURG-AMERICAN LENE; For Gibraltar,
Naples and Genoa-Hamburg, Sept. 23: Moltke,
bet 15: Chechand; Loct. 35: Chechand; Dec. 5:

**BAMBURG-AMERICAN LINE (Atlas Service)
For Inagua, Hayti and Colombia—Allemandia,
Oct. 5 and Nov. 2; Albingia, Sept. 21 and Oct.

B.

19.
HAMBURG-AMERITAN LINE (Atlas Service):
For langua, Kingston, Colon and Colombia-Prine Sigleimund, Sept. 29 and Oct. 75; Prine Elot Priedrich, Sept. 15, Det. 13 and Nov. 10.
For Langua, Hayti, Kingston and Port Limon-Saraia, Sept. 30 and Oct. 28; Sibiria, Sept. 16 and Oct. 14.

and Oct. 14.

BAMBIRG-AMERICAN LINE (Atlas Service):
For Santiago, Kingston, Colon and Fort Limon
Prins Aug Wilhelm, Sept. 23, Oct. 21 and
Nov. 18: Frinz Joachim. Oct. 6 and Nov. 3.
Frinz Aug. Wilhelm also calls at Bocas del Toro.

HAMBURG-SOUTH AMERICAN STEAMSHIP
U.S.: For Pernambuco, Rio de Janiero, Santos,
Paranagua and Rio Grande do Sul-Crossby,
Sept. 18; Woglinde, Oct. 10; A ateamer Nov.

HANSA LINE: For Cape Town, Alges Bay, East London, Port Natal and Delagos Bay-Pagen-

London, Port Natal and Designon 2017 - 102-thrm. (bct. 2017). Per Port Said, Bombay, Tull-HANN, LANELD, Madran, Caconada, and Col-contine-Lichtenfels, Sept. 20; Gintenfels, Oct. 10. BANNA LINE: Por Batavia, Samarang and Secratura: -therfels, Sept. 23; Linden, Oct. 25. Private Colombia, Colomb

Piraeus, Smyrm and Constantinopie-Atbinal, Sept 70: Thenistories, Ort. 29.
**HOLLAND AMERICALINE: FOR ROTECTAIN—ROLLAND AMERICALINE: POR ROTECTAIN—ROLLAND AMERICALINE: POR ROTECTAIN—ROLLAND ROLLAND ROLLAND

HOLENTY ANNE DR. Color Town, Alexa Bay, East Lenders, Port Natal and Delagon Bay, East Lenders, Port Nation and Delagon Bay, East Lenders, Port National Colors, Sept. 1015; For Montreldee, Benna John St. Color St. Co

New 25, LIOND BRAZILEIRO: For Cabedello, Pernam-buco, Maccio and Bahia-Taddal, Rept. 23; For Rio de Janeiro and Santos-Parus, Sept. 23; For Para Ceara, Pernambuco, Babia, Rio de Janeiro and Santos-Minas Geraes, Oct. 12, LIOND ITALIANO: For Naples and Genoa-Laldalana, Sept. 30; Nendoza, Nov. 2 and Dec.

Laidana, Sept. 39; Mendora, Nov. 2 and Dec.

"LAUPS a SHATDO; For Naples and GeomePrincipe all Pleasante, Sept. 39; Re of Italia,
MRECHANTS LINE (New York & Pacific S,
Ca. 1644) For Plants, Arean, Coronel, ValMollesion, Callian, Salaever, Eree and Guayaguil—Laclque, Sept. 33; Charcas, late Sept. A

WILNON STEWASHIP LINE; For Malazas,
Cardeses, Sagan and Golhariers—Cabbana, Oct.

WILNON STEWASHIP LINE; For Mich.

PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.-Continued from page 35-See notice at head of Page 35.

*NATIONAL STEAM NAVIGATION CO.: For Piracus, Calamata and Patras-Patris, Oct. 7. FIREUR, Calamata and Patras—Patris, Oct. 7: "NAVIGAZIONE GENERALE ITALIANA: For Naples and Genora.—Duca d'Aosta. Sept. 5: Duca di Genoria. Sept. 19: Duca Degli Abruszi, Oct. 3: Duca d'Aosta, Oct. 14; Duca di Genora. Oct. 28.

Oct. 28.

NEW YORK & CUBA MAIL STEAMSHIP CO.;
For Havano-Mealco, Sept. 21; Saratoga, Sept. 25; Esperanza, Sept. 25; Havano, Sept. 30; Morro Lastle, Uct. 5; Segaranca, Oct. 6; Saratoga, Oct. 7; Montery, Uct. 12; Havano, Oct. 14; Mexico, Oct. 10; Vigilancia, Oct. 29; Saratoga, Oct. 21; Esperanza, Oct. 25; Havano, toga, (

NEW YORK & CUBA MAIL STEAMSHIP CO.: For Progresso and Vers Cruz-Mexico, Sept. 21; Esperanza, Sept. 28; Morro Castle, Oct. 5; Montery, Oct. 12; Mexico, Oct. 19; Esperanza,

Montery, Oct. 12; Meateo, Oct. 19; Esperanza, New Yorks & CUBA MAIL STEANSHIP CO.; For South Side Cuba Porta—Manxanillo, Sept. 20; Vigitancia, Sept. 22; Yanuuri, Nept. 27; Bayama, Oct. 4; Negarunca, Oct. 6; Neneca, 20; Yanuri, Oct. 20; Neamers Vigitancia and Negaranca call at Nansan also. New Yorks & CUBA MAIL STEAMSHIP CO.;

NEW YORK & CEM MAIL STEAMSHIP CO.:
For Tamping—Limments, Spir. 22. [Arilla.
For Tamping—Limments, Spir. 22. [Arilla.
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Die S. M. & SOUTH AMERICA STRANSHIP-STRANS PROBLEM STRANSHIP STRANSHIP-STRANS PROBLEM STRANSHIP STRANSHI raltar, Naples and Genon Prinzess Irene, Sept. 30; Berlin, Oct. 21; Prinzess Irene, Nov.

ORTON LINE: For Montevideo, Buenos Ayres

PRINCE LANE. For Mr. de Janeire, Santos.
Frince, Ort. 5.
Frinc

muda-Tagua, copi.

11.

ROYAL MAIL STEAM PACKET CO.: For An-

ROYAL MAIL STEAM BACKET CO., For Antilla, Klagaco, Chon, Savanilla, Christope, Chon, Savanilla, Christope, Chon, Savanilla, Christope, Chon, Change, Chon, Chon, Change, Chon, Chon, Chon, Chon, Change, C

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Jean	Carolyn3400
Eva4700	Wilhelmina2600
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AGENTS AT ALL FOREIGN PORTS

*Steamers are equipped with the Marconi Wireless System-see page 37.

-Kursk, Sept. 28; Lituania, Oct. 21; Blrms.

areagen, Oct. se; I store States, Oct. 29.
TRINIDAD SRIPPING AND TRADING CO.
LTB.: For tirenuda and Trialdad—Martens,
bct. 3; Greenda, Oct. 29. For Trialdad and
Demerara—Crown of Grenada, Sept. 22; Crows
of Navarre, Oct. 13; Crown of Grenada, Oct.

31. LAION CLAN LINE: For Cape Town, Algorithm Clan Macdachin, Inte Sept. Clan Macdachin, Inte Sept. Christopher Chan Macdachin, Inte Sept. Christopher Chan Macdachin, Inte Sept. Christopher Chan Cape. Comp. Col. 12, Amilganto, Cot. 2, Zacapa, Cot. 12, Amilganto, Cot. 2, Santa Janu. Christopher Change Christopher Change Christopher Change Christopher Change Christopher Change Christopher Change Christopher Ch

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Dancing, Oct. 25, (Frantism, Nov. 9) voluntaria, West Chart LIKE, For Innia Aponas, Corola, Marchael Like, For Innia Aponas, Corola, Marchael Like, For Innia Alberta, Marchael Like, For Southamborn, West Chart Like, For Southamborn, West Chart Like, For Li

Oct. 18.
WHITE STAB LINE: For Gibraitar, Naples and Genon-Crede, Sent. 20 and Oct. 31.
WHERMANN LINE: For tanary Islands and West Coast Africa ports-Arnold Amsinck.

West C Sept. 30. From Norfolk and Newport News CHEMPERS & OHID 8. S. CO., LTD. (Virginia Line): For Liverpool-Alleghany, about Sept. 30. Montraik Point, 10t. In. Forestina. 10t. (Chempers and Programmer): Nov. 10t. (Charlinan, Nov. 10t. Charlinan, Nov. 10t. Charlina

Halavia, Oct. 20.

HOLLAND-AMERICA LINE: For Amsterdam and Rotterdam—Amsteldyk, Sept. 27; Andyk, Oct.

11. NORWAY-MEXICO GILF LINE: For Havana. Paerto Mexico and Vera Cruz-

From New Orleans, La.

ATLANTIC & MEXICAN GULF S. S. CO.: For Vern Cruz, Puerto Mexico, Minnittan and Pro-gress—First of each munth. AUNTRO-AMERICANA: For Barcelona, Ma-naellies, Venice and Trieste—Margherita, Sed 20: Alberta, Seqt. 23; Hermine, about Oct. 20

AUSTRO-AMERICANA: For Barcesona acilles, Veulce and Trieste-Margheetts. Set 20: Alberta, Sety. 25: Hermine, about 04: DECKERS CREGIE. LANE: For Marsellies. Geno. etc.—Citta di Palermo, about Sept ... Moncealaio, about Sept ... 30: Mongherer, about 0et. S: Ferra, about 0et 05: DECKERS STRAMSHIP CO.: For Bluefelds

BLIEFIELDS STEAMSHIP CO.: For Binefield-Every Thursday.

COMPAGNIE GENERALE TRANSATLAN-TIGHER: For Havre and Bordeanz—Californic-about Sept. 26; Crown of Cordova, about Sep-30; Gratemana, about Oct. 7; Lonisium, about

Get. 25.
FOLCH-PINILLOS LINE: For Operto and Barcelona—Plo IX, about Sept. 25; Catalina, about
Get. 15; Mignel M, Pinillos, about Oct. 25.
GANS STEAMSHIP LINE: For Rotterdam and

GANS STEAMSHIP LINE; For Rotterdam and Amtwerp-Strars, blg. in Soyl, and Oct. HAMER RG-AMERICAN, LINE; For Hamburg-Assyria, black Spott, Banker, See Seyl, Herbard-Assyria, black Spott, Banker, Landson, Landson,

(Continued on page 38.)

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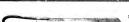
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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS,-Continued from page 36. See notice at head of Page 35.

(Conflused from page 36.)

LA COTONIERA LINE: Steamers ldg. for Genoa and Naples—See "Pelree-Cotoniera Line." LAMFORT & HULT LINE: For Autwerp—Bula-ciava, about Sept. 20; Chaucer, about Oct. 10; Cervants, about Oct. 20; LEYLAND LINE: For Munchester— LEYLAND LINE: For Havie—Mesaba, about

LEXIAM LINE: For Havre -Messha, about EXIAM LINE; For Havre-Gestrian, about Sell. 20; Virturian, about thet. Dr. Kingschniku, about the dr. Grand Line; Segl. 20; Virturian, about thet. Grand Line; Segl. 20; Virturian, about the dr. Grand Line; Li

NORWAY-MEATON GULF LINE: For Stavanger, Christiania, Gothenburg and Covenburgen Aberlour, about Sept. 22; Texas, about Oct. 28, PERKEE-COTONIERA LINE: For Racelona, Genoa and Naples-Haila, about Sept. 28; Si-cania, about 18ct. 25.

treme and Naphes-Halli, about Seed, exceeding about 1.2. "See Politics here: reading about 1.2. "See Politics here: PHINTE HALLI SEE POLITICS HALI

UNITED STEAMSHIP CO.: For Santiago de Caba and Kingston—A steamer 11th of each

VOGEMANN LINE: Steamers ldg. for Rotterdam, Bordegux and Cette. WOLVIN LINE: For Vera Cruz and Tampico-Steamer about 1st, 13th and 30th of each mouth.

From Philadelphia, Pa.

 ALLAN LINE: For St. John's N. F., and Glasgow-Predoring, Aug. 15; Mongoliau, Sept. 30; Cartingliau, Oct. 17; Pretoriau, Oct. 27.
 AMERICAN LINE: for Liverpool-Daminlon, Sept. 16; Mortion, Sept. 23; Haverload, Oct. 7; Domitulou, Oct. 23; Merlon, Oct. 28; Haverford, Nov. 11. Dominica, Oct. 23, acres, Oct., accessory, ATLANTIC TRANSPORT LINE; For Harve and London-Minnesset, Sept. 23; Maryland, Oct. (USMOPLETER, LINE); For Each-Stime, Indoor, For Harder, Grand, Control, Cont "ITALIA LINE; For Genou and Napise Taner PHILAHELIA, LINE; For Genou and Napise Taner PHILAHELIA, LINE, MAY, 1987-878, LINE; For Manch England, May 1987, 203, March March Englance, alond Nov. Chr. LINE; For PHILAHELIA, LINE, AND AND AND AND AND Color, alond Nov. Chr. Line; Line; Line; Ford, alond Oct., T. Esci. Polit, about Oct. Sept. 15, Marchael, Oct. 13, Marchaello, Oct. 13, Sept. 15, Marchael, Oct. 13, Marchaello, Oct. 13,

Menonthes, Oct. 27.
ANRINAVIAN-AMERICAN LINE: For Christiants and Copsenhagen Pennsylvania, about t NITED PRUIT CO.: For Port Antonio, Jamaica . Every Thursday, 10 a. m.

From Boston, Mass.

MLAN LINE: For Glasgow "Numbilan, Sept. 15; Partidon, Sept. 29; Numbilan, Oct. 33, CLAND, LINES; For Liverpool Francoin, CLAND, LINES; For Liverpool Francoin, Partid RG-AMERICAN, LINE; For Hamburg-Preforts, Sept. 22; Balarda, Oct. 5; Bulgarla, Ger, 19; Bethanla, Nov. U. HYANN, LINES; For Havann—Beta, about Oct. 5 and Oct. 30 HOLLAND AMERICA LINE: For Rutterdam Stotertyk, Sopt. 20 Zyalyk, Oct. 7; Socatalyk, 164 21; Sloterdyk, Nov. 4.

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From Baltimore, Md.

ATLANTIC TRANSPORT LINE: For Havre-Philadelphia, about Sept. 29; Moutana, about Oct. 20.

ATLANTIC TRANSPORT LINE: For London-Mackinaw, about Oct. 13; Mobile, about Oct. DONALDSON LINE; For Giasgow-Pythia, about Oct. 4. A Stmr. about Oct. 22. FUNNESS LINE; For Lellh-A Stmr. about Oct. 15.

**HAMBURG-AMERICAN LINE1 For Hamburg-Pretorla, Sept. 30; Ishavia, Oct. 14; Bulgaria, JOHNSTON LINE; For Liverpool-Vedamore, about Oct. 18; Templemore, about Oct. 18; Templemore, about Oct. 18; Templemore, about Oct. 30; LORD LINE; For Cardid, Dublin and Belfast-Lord Irenga, about Sept. 25; A Star. about Oct. Lord Irenga, about Sept. 25; A Star. about Oct. 10.

MUNSON LINE: For Colon—A steamer about Sept. 20 and Oct. 11 and 31.

NEFFUNE LINE: For Rotterdam—Amsteldyk. Sept. 23; Tevlotdale, Oct. 4; Audyk. Oct. 7; Moortensdyk, about Oct. 21; Gorredyk, about MOOFTEBERGY, 10-000.

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Mesales, Line in Sept.; Istric. middle of Oct.

Machin, late in Sept.; Istric. middle of Oct.

HARBISON LINE: For Liverpool—Steamers idg. in Sept. and Oct.

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OCTOBER, 1911



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Fri.	**	3		17	Desc.	1	84	15
Sun.	84	5		19	**	-3	86	17
Tues.	74	7		21	84	F4	94	19
West	**	N	06	+5-9		41	91	20
Thurs	**	53	64	231	80	7	**	21
Sat.	94	11	6+	25	80	19	**	23
Tues.	44	11	04	28		12	84	23
Wed.	**		84	1270			84	27
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*Connecting at Barbados with Company's Intercolonial services for Demorara, Viacent, Grenzda, St. Lucia, Montserrat, Guadeloupe, Dominica, Antigua, Nevis St. Kitts. †Connecting with service for Bermuda every alternate Friday. LUXURIOUS PASSENGER ACCOMMODATIONS

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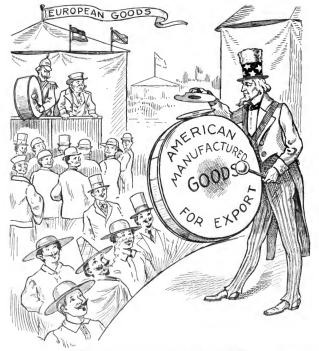




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OCTOBER 15, 1911.

No. 6





The "EXPORTERS' REVIEW" is furnished to all subscribers to the Exporters Encyclopædia. It is a vital part of the Encyclopædia, as it contains the "correction notes" which keep that work up-to-date and absolutely correct. The Encyclopædia is a complete export shipping guide.

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NEW YORK, OCTOBER, 15, 1911.

OUR TARIFF HURTS EXPORT TRADE

CCORDING to Congressman William C. Redfield, of Brooklyn, who is a manufacturer of machinery long connected with the export trade, the protective tariff has simply enabled American manufacturers to sell in the home market at such high prices that they have not studied their own conditions closely. They have relied on government support rather than upon close business management. The effect has been to stimulate the development of plants, until they are now so large that products must be sold abroad, but the high prices necessary for material under a protective tariff handicaps us in our competition with countries like England and Germany.

Mr. Redfield's article in this issue is an exceptionally well written treatise, setting forth the conditions under which manufacturers are now working, and should be read by every manufacturer interested in export trade, a subject on which Mr. Redfield himself is unusually well-informed.

FOREIGN BANKING FACILITIES

T is said that American exporters are handicapped owing to there being no American banks in foreign countries, which necessitates banking operations being done through London, Hamburg, etc. As a matter of fact the American exporter, through the facilities offered by the agencies of foreign banks here, can have his drafts on foreign countries collected or discounted as cheaply in New York as the exporters of England or Germany can in London or Hamburg.

Even if there were American banks in South America, for instance, the bulk of the exchange transactions would have to be made through Europe, as we do not buy enough from, or sell enough to, that part of the world to make a direct rate of exchange that could compete with foreign banks. The American manufacturer should become more familiar with the foreign banking facilities that exist here and, viceversa, the agencies of the foreign banks here would find it profitable to place before these manufacturers and exporters their facilities for financing export operations. This can be done, on the part of the banks, by advertising in the "Exporters' Review," which reaches ALL the export interests of the United States and Canada.

MUST WORK FOR EXPORT TRADE

CCORDING to Major John M. Carson, special commercial agent of the Department of Commerce and Labor, opportunities for the introduction and sale of American products in Mediterranean countries and the Near East are numerous and varied. He says that articles produced and largely consumed in the United States are found in those countries, and their sale is in proportion to the methods used in pushing them. No matter how useful and meritorious an article may be, however, it will not sell itself. It must be exhibited and its qualities made known through the proper agencies and liberal advertising. Mr. Carson repeats the axiomatic statement that it must not be assumed that a commodity of approved merit and popular use in America may be profitably placed in a foreign market. To make commodities popular they must not only have inherent value and apparent utility, but must be adapted in form and quality to the local taste, and must also be presented with tact and pushed with intelligence and persistency.

CAUSE OF INCREASED FREIGHT RATES

THE increased foreign trade of the United States during the present year, combined with the losses suffered by the foreign steamship lines owing to strikes, have had a direct influence upon freight rates, particularly to Europe, which have been gradually rising and may be still further increased as the bountiful crops of this country are now being exported. The basis of export freight rates is the quantity of cotton, grain, provisions, live-stock and bulky commodities to be moved and as shipments of these staples have been increasing materially in the past three months, rates have been advanced, general cargo rates sharing in the increase. However, these increases have been very general, applying from Europe to foreign countries as well as from here, so that they do not act as a handicap in our efforts to increase our foreign trade.

FRESH MEAT EXPORTS DECLINE

THE day has gone by, according to a prominent packer, when America can expect to be the principal exporter of fresh meats to Europe. Europe will get its fresh meats practically entirely from South America soon. In fact, that is the situation now, and the fresh meats exportations from South America to Europe are growing every day. The American packers are also becoming factors in South America.

The American Manufacturer's View of Export Trade

For following strike by The Honorable William C. Reddelt, Member of Cangress, was given in the form of a speech at the dimer of the American Manufacturers' Export American, and at the Hotel Asica, New York, on Sept. 20. 301. The matters treated of in this article ion, held at the Hotel Asica, New York, on Sept. 20. 301. The matters treated of in this article we have decided to publish it in full, which will mecessitate its continuous to nor next base. Nr. Reddeld, it should be added, in a precited export man, being vice-predicted for the American Canada and the Canada and the American Canada and the Canada and the



I the world's markets are three great competitors—England, Germany and the United States. There are, of course, others who enter these markets, as France and Belgium, etc., but the three countries first named are the leading industrial ones, and their competition especially interests us. I do

not minimize the position of France, with her great wealth, and the exceptional skill and artistic taste of her people, but her position is individual and rather separate from that of the three great competitors.

Let us examine briefly these three. Great Britain has in her favor vast free capital which, with her

primacy in the shipping trade of the world and the material resources of her great Empire, have given her a dominating position. Her manufacturers sell in large part in markets controlled by their own power, and have at their disposal a worldwide shipping and an equally widespread and strong banking system. In some parts of her empire preferential duties exist in her favor, with cheap postage and the control of telegraph lines throughout the world. From this hasty sketch we must not omit the courage and strength of the English character, nor the exceptional record of her great houses for honor and strength, nor her almost 200 years of industrial and commercial experience.

The great foreign trade of Germany is of recent growth. It is backed by an almost perfect commercial organization, and by the exceptional German talent for thoroughness and research. Doubtless Germany's foreign commerce is based upon

commerce is oased upon more thorough and scientific knowledge, study and preparation than that of any other people. Sle, too, places at the support of her exporters a widespread merchant shipping and world-wide banking power.

The United States is the youngest competitor of the three so far as relates to the world's markes. One need not go back far to find the time when our export trade in manufactures was negligible. We lave not yet the enormous free wealth of Great Briain, we lack the scientific organization of Germany, we are without foreign shipping and almost without foreign banks. We have, however, as one great resource the peculiar initiative of the American, his inventiveness, that spirit which makes the progress in our shops so rapid that six months ago with many of you is ancient history, that alertness, that mechanical imagination which reaches many a result long before the German, by research, has sought it out, or the Enclishman has contemplated a chancer.

Let us go a bit deeper in our analysis. Great Britain must export or die industrially. Perhaps 90 per cent. of all she manufactures is, and must be, sold abroad. She has not the domestic means of consumption. Therefore, the outlook of the English manufacturer is a world-wide one. From his earliest start at instructure the start at instructure t

his country whose market is chiefly at home is relatively rare. By every instinct and training he is an exporter and the great system that backs him up has grown out of the necessity of his case and the political power of his Empire respunds to and fills the need.

In Germany a rapidly growing population in a country that cannot expand in area and which has, on the whole, limited natural resources, must expand commercially or must commercially die. The German people alone cannot absorb the product of the highly trained German mind and hand, The German has a peculiar genius for organization, and seeing his great competitor, Great Britain, established throughout the world, he has by organization and study developed that which she lacks, and has become a serious and a menacing competitor with her. The German manufacturer may, because of the larger population of his land, find a larger home market than Great Britain.



HONOHABLE WILLIAM C. REDFIELD Vice-President of the American Blower Co.

but it is true of him also, though in lesser degree than with his English rival, that he must export the larger part of his product; hence, he, too, finds his outlook into the world's markets a normal one.

Here in America the reverse is true. For a century or more we have been developing our industries with a proper and sole regard to our domestic needs. The markets of America have grown so fast, both in quantity and quality of their demands, that our industries have till recently had much to do to keep them supplied. But of late years a change has come. Our

industries have so grown that their output, when run continuously at full time, is greater than our home market will take at its best, and when times are dull here, there is a large surplus of unsold goods. Out of this has grown, first the wish for, and then the need to obtain, foreign markets. Out of this same background has grown the peculiar outbook of the American manufacturer upon the foreign field. To him it is not or has not been the chief market he seeks, but rather an incidental one. His output has been meant for home consumption first, and, secondarily for sale abroad, and it is as yet only in exceptional cases that he has come to realize the great value of the foreign

ditions affecting our export trade leads naturally to the question: how we shall add to that we have already won? It has been found that our peculiar capacity for making and using mechanical devices and labor-saving apparatus of all kinds has enabled us to make our way even against strong and established rivals. You know without my telling you that the products of American factories are selling all over the world, competing in price, or quality, or design, or all of these elements combined, with the products of Germany and England. So true is this, so well do we like the taste of that we have already had, that we cry for more. Those who have already had, that we cry for more. Those who have already developed the



BANQUET OF THE AMERICAN MANUFACTURERS' EXPORT ASSOCIATION, HELD AT THE HOTEL ASTOR, NEW YORK,

markets to him and to know that they may be as valuable a part of his permanent field as are his customers at home.

Therefore, we American manufacturers enter the foreign campaign with certain handicaps. Our competitors regard the foreign markets as their primary work, we as our secondary work. They must have them to survive. We want them to add to a market already very large. They strain every nerve, com-mercial and governmental, to secure and maintain them. We have nothing but private initiative, the alertness of mind of our manufacturers and our peculiar inventive genius and restless energy upon which to depend. Yet, despite these handicaps, we have become a mighty factor in the foreign field until now, out of our total exports, manufactured products are 45 per cent., and the great mass of agricultural products, for which for many years we have been famous throughout the world, has fallen to a subordinate place as compared with our foreign sales of manufactures. The day when American manufacturers could not compete on even terms with the producers of Europe has largely passed, and our opportunities are enlarging as our outlook broadens.

This brief and inadequate sketch of the broad con-

field need little information from me, but those to whom it is as yet an untried quantity may be helped by considering what needs to be done to develop this field further.

What the American manufacturer needs to begin and develop an export trade may be classed under two heads—general requirements and special requirements, or perhaps it were better to say—large things and little things,

In the first place, then, much depends upon his own mental outlook upon the foreign field. Just here many an American has come to grief. If a foreign market be regarded as an incident or a flyer and the constant pressure of a large domestic trade, to receive attention when he needs sales, and to be neglected at other times, then he would better give up thought of any serious export business. His rivals in Germany and Great Britain are on the job all the time. The American who competes in this haphazard way may, through a lucky chance or the interest of some export commission house, receive some orders, but if they come when domestic business is pressing and are treated at such times as of comparative unimportance, or if the details of the foreign order are considered unworthy of

(Continued on Page 17.)





RGENTINA, which is becoming widely known as the "Yankee Land" of South America, is without doubt the most important of the South American republics, from a purchasing point of view. With a population exceeding 7,000,000, which

is being constantly augmented by a stream of immigrants from Europe, a population which devotes its time chiefly to agricultural and pastoral pursuits, there has been formed a market for manufactured goods, such as are being turned out by American factories, equal to almost any market in the world.

Other things being equal, the Argentines prefer

basis, the annual exports of the country being equal to more than \$61.00 per head, as compared with the United States, whose per capita exports are only \$19.40.

Among the largest importing concerns in Argentina is the house of John & Joseph Drysdale & Co., founded more than 50 years ago, with large establishments in Buenos Aires, Rosario and Bahia Blanca. This house is represented in New York by John Dunn, Son & Co., at 80 Wall street, whose purchases of American goods of all kinds for the Argentine market amount to many millions of dollars yearly.

Among the goods bought by John Dunn, Son &



GENERAL HARDWARE DEPARTMENT OF JOHN AND JOSEPH DRYSDALE & CO., BUENOS AIRES

to do business with the United States, but they resent the idea of their country being looked upon as a "dumping ground" for American goods that cannot find a market here. As a matter of fact, Argentina is a market for high grade rather than cheap goods, as the purchasing power of the country ranks very high. This is accounted for by her enormous exports of grain, cattle, etc., which place Argentina third in the list of exporting countries of the world, on a per capita Co., as direct representatives of John & Joseph Drysdale & Co., may be mentioned; agricultural machinery and implements, humber, wire, building materials of all kinds, all kinds of industrial machinery, engines, tools, general hardware, vehicles of all kinds (including pleasure and business automobiles), harness, office and household furniture, sanitary fixtures, plumbers' and builders' supplies, stoves, sewing machines, etc.

(Continued on page 26.)

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Necessity of Correct Custom House Clearances

The Department of Commerce and Labor, Washington, D. C., calls the attention of exporters to the importance of extreme care in properly and fully describing merchandise offered for exportation. This necessity is especially apparent in the case of merchandise forwarded from interior points to the exporting ports to be there "manifested" (or described for exportation) by the export agent, transportation company or steamship line to which it is consigned. Such merchandise is often so insufficiently described by the owners or consignors as to prevent its proper description by those presenting it for exportation. Persons forwarding merchandise for exportation should realize that all artieles not fully and properly described are liable to encounter serious delay at the export port, as the customs authorities are required to insist upon a proper description, including quantity and value of the various articles, in the form of an export manifest, before a clearance shall be granted to the vessel on which the merchandise is to be exported.

The circular issued by the Department gives extracts from the laws and Customs Regulations, issued by the Treasury Department, indicating the manner in which merchandise for exportation must be described and manifested. These regulations are fully set forth, under the head of "Custom-House Clearance," in the Exporters' Encyclopedia, which should be consulted on all matters relating to export shipments.

Large Contract Awarded For Harbor Improvements

A contract has been awarded to the Nova Scotia Continvolving a total expenditure of more than \$2,000,000. The contract calls for the construction of a pier 800 feet long and terminal sheds for the Intercolonial Railway

American Agricultural Implements Popular

All parts of the world shared in the increased takings of American agricultural implements in the fixed year ended June go, 1911. The exports to Russia in Europe grew from less than \$5,250,000 in 1910 to \$\$7,500,000 in 1911; those to Canada, from \$1,131,000 to \$4,750,000; Argentina, from \$6,250,000 to \$1,750,000,000; Argentina and New Zealand, from \$1,000,000 to \$1,750,000, and Africa, from a little over \$1,000,000 to \$1,000,000.

It is claimed that this branch of trade is still in its infancy, and that it will not be many years before foreign asles of American agricultural implements and machinery catch up with domestic business. Five years ago this statement would have been thought absurd. But the great upward strides made by Russia and nany other contries since then have placed a different aspect on the situation. In this connection we would call the attention of export buyers to the announcements of A. S. Lascelles & Co. and A. B. Farquhar & Co. on pages, 2, 3 and 5 of this issue.

Record Breaking Export Cotton Shipments

The movement of cotton to foreign countries out of the port of Galveston during September was the largest ever witnesses to be any American port. The figures were around 43,249, bales and would have been larger but for the fact that two vessels, having on board approximately 22,000 bales, failed to sail, and their cargoes will be credited to Oxboler's exports. The value of cotton exported was about \$\$6,040,150. Savannah made a record on the last day of September, with a total of \$5,250 bales, valued at \$\$4,540,000, said to be the largest amount of cotton shipped from any port in one day.

The American Manufacturer's View of Export Trade

(Continued from Page 14.)

special notice and something other than that ordered is substituted, which it is thought will do as well, then farewell to the growth of the foreign business for him. The German will be there searching out just what that man wants, and the Englishman will be offering him goods whose standard quality will not alter for decades together, and no haphazard way of getting or treating foreign orders will long survive that kind of competition. An American manufacturer to secure foreign trade must take it seriously, must be prepared to invest in it with a view to its future development, just as he does at home, to regard it as of equal interest in due proportion to its size to his home trade, to cater to one as he does to the other, and to treat the foreign trade with a patient faith in its growth if his goods and methods are right, because he should know before he starts in that it is "long distance" business that cannot be hurried, and which if it is ever to flow as a river must begin as a brook.

Having determined that he will patiently and steadily develop a foreign trade and, so to speak, "stand the gaff" of expenditure upon it while looking and waiting for future results, he must next remember that the foreigner will not buy from him because he is an American, and that the foreigner may be quite right in saving that American designs, sizes, styles do not suit him. The American manufacturer then must expand his vision. Many of them see only to the three mile limit. He must, to succeed, put himself to some degree in his customer's place, study his wants and offer him that which he wants to buy, rather than that which he, the manufacturer, wishes to sell. Therefore, the American manufacturer should go, if he can, or send to that foreign market and acquire his knowledge of it at first hands. He must, indeed, learn a good deal through others, but these others will tell him what it is to their advantage for him to know and no more, and if confined to that, he will work with second-hand knowledge. He would not do that at home. He cannot long continue to do it abroad. His European competitors know just what they are doing, and the American must learn to do likewise.

(To Be Continued.)

SOUTH AND CENTRAL AMERICA. ETC.

Plans of Atlantic Fruit & Steamship Co.

As a result of the alliance recently entered into between the Atlantic Fruit & Steamship. Co. and the Ilamburg-American Line the steamers formerly operated by the Atlantic Fruit Company will be replaced by Ilamburg-American Line boats having a capacity of Jacopoo bunches of Ilamburg-American Line boats having a capacity of Jacopoo bunches of Ilamburg-American Line based in services between the West Indies and Europe, in competition with lines now in the field. The Ilamburg-American Line has had contracts with the United Fruit Company since the organization of the latter company, for the carriage of bananas from Januica, Colombia, etc., to New York, but this contract, it is stated, expires December 31, 1911, and may not be renewel; hence its alliance with the Atlantic Fruit & Steamship Company.

Guatemala on the Eve of Great Developments

The proposed loan of \$30,000,000 which the Guatemalan Government has had under consideration for more than a year is to be placed with American bankers before the end of the year, according to Senor Joaquin Mendez, the newly appointed Guatemalan Minister to the United States.

Senor Mendez declared that Guatemala is at present experiencing the most aubstantial prosperity in her history. Millions of American capital, he said, have been invested there within the last few years, new railways are being constructed and through an American syndicate the vast mineral resources of the country are assured of early develonment.

Mexican Consuls must be Mexican Citizens

The Mexican Department of Foreign Relations has ruled that all Mexican consular representatives must be Mexican citizens, and has offered a vacation and expenses covering a trip to Mexico to all those representatives who are natives of the country in which they are serving and wish to become naturalized citizens of Mexico. It is understood a large number of such representatives lawe signified their intention of accepting the government's offer. The places of those foreigners who do not wish to change their citizenship will be filled by Mexicans.

Will Need Wood-Working Machinery

The Pearson Syndicate intend to erect a large woodworking plant at El Paos, Texas, at a cost of \$2,0000, the first unit, plans for which have already been prepared, costing \$600,000. The Madera Lumber Company, a subsidiary of the Pearson Syndicate, which owns \$2,000,000 acres of timber land in the wastern part of the State of Chiunlanda, Mexico, will supply the raw material. The syndicate will establish humber and planing mills at El Paos as adjuncts to the wood-working plant.

Venezuela Ceding Valuable Grants to English

The Venezuelan Government has signed an important concession proxiding for the installation in Caracas of an extensive water supply, santary and sewerage system and for the pasting of the city. This concession, it is said, will be negretated to an English syndicate, as well as a new bank concession and the great Syndonyou naxigation monopoly recently granted to a Venezuelan company.

Arrival and Departure of Cuban Mails

Same of the same o

The following information, taken from the "Cuba Review," as to the arrival and departure of mails at Hayana,

will be of interest to shippers to Cuba:

Mail for the United States is despatched from Havana Mondays, Tuckadya, Wednesdays, Fridays and Saturdays, Mail from the United States arrives in Havana on these same five days. There is no mail cither way on Thurssdays or Suivdays. The mails from Key West, Port Tampa and Knight's Key arrives at Havana at 6,000, a.m., and are usually ready for delivery by 10 o'clock. Mail for the United States closes at the Ilavana pot office at 10,00 a.m. Thuesdays and Saturdays, and at 2,00 p. m. Mondays, Wednesdays and Fridays. Registered mail closes one hour carlier. The Ward Line steamers bring mail from New York Monday and Wednesday mornings, but take out no mail for the United States.

Proposed New Service to the Windward Islands

The following announcement has been issued by the Bermuda-Atlantis Stramship Company: "We beg to amounce that we will catabilish a freight and passenger service between New York and the Windward Islands. We would state that we opened up Bermuda to the outer world, increasing the passenger travel up Bermuda to the outer world, increasing the passenger travel to the Windward Islands must of necessity be limited, we are sure it is susceptible to considerable increase. We will materially reduce the present high freight rates that exist between the Windward Islands and New York. At first, we will operate a fortnightly service, and as soon as the traffic warrants we will make more frequent sailings, if necessary a steamer every week, which is the same schedule we are now operating between New York and Bermuda."

Railway and Other Developments in Cuba

The Compania Immobilaria de Cuba was recently organized in Ilavana, with a capital of \$15,000,000, for the purpose of constructing a new railroad line extending from Guantanamo to Baracea, a distance of 110 kilometers, the line having been recently authorized by congress. It is said that the company also intends to build two large sugar mills adjacent to the line of railway. A subsidy of \$15,000 per kilometer, or a total of \$1,000,000 has been allowed by the government for the construction of the road.

American Loan for Nicaraguan Improvements

The Nicaraguan Congress has ratified the proposed loan from American bankers, amounting to between \$12,000,000 and \$52,000,000. The loan is for the purpose of funding the internal and foreign debt, building rationads and establishing a gold standard. It will be guaranteed by 50 per cent. of the customs dues. It is expected that this loan will result in large contracts for railroad material, mining supplies and other kinds of goods being placed in this country.

Big Chilian Rail Contract Comes Here

The Chilean State Railways have ordered 10,000 tons of rails from the United States Steel Corporation. Several other rail contracts with Peruvian and other Chilean railways, aggregating about 20,000 tons are nending.

Correction Notes for the "Exporters' Encyclopaedia."

OCTOBER, 1911.

To Users of the "Exporters' Encyclopaedia"

Unless the Encyclopædia is kept up to date and is accurate it is of little value; in fact, incorrect information is worse than none at all. These pages (19 to 21) are so arranged that they may be withdrawn from the Review without injury to the book, and handed to the Shipping Department.

The "correction notes" herewith apply only to the seventh (1911) edition.

EXPORTERS' ENCYCLOPAEDIA CO., ** BROAD STREET.

PARCELS POST (page 100).

Owing to the war between Italy and Turkey, parcles post packages for the Italian Post Offices in Turkey, as given in Note 4, are now sent to the Austrian post offices in those places.

BRAZIL (page 237).

Route I.

Sailings are now:

For Para, 5th, 15th and 25th of each month.

For Manaos, 5th and 15th of each month.

For Maranham, Ceará and Parnahyba, 25th of each month.

Note.—This supersedes all previous "correction notes" that have been issued this year, and these should be removed from the Encyclopaedia.

BRITISH GUIANA (page 244).

Route 2.

Sailings are now every alternate Tuesday.

CHILE (page 263).

It is now necessary to have only one bill of lading certified by the Consul, the charge being fifty cents.

CHILE (page 204).

CONSULAR REGULATIONS.

No Consular Invoices are required for Punta Arenas, nor do bills of lading for that port need to be certified. CHINA (page 276).

CONSULAR REGULATIONS.

As there is no longer a Conventional Tariff between the United States and Japan, it is not necessary, nor in any way beneficial, to take out Consular Invoices for places in Korea.

It is now necessary for the consignee to present, with his Import Declaration, the manufacturer's invoice, which must be signed by the manufacturer or seller of the goods.

CUBA (page 315).

Route 2.

Sailings are now: For Matanzas, Caibarien, Cardenas and Sagua,

Oct. 21, Nov. 1, 11, 22; Dec. 6 and 20. For Nuevitas, Nipe and Gibara, every alternate Wednesday.

For Puerto Padre, every fourth Wednesday.

DUTCH GUIANA (page 333).

Route 1.

Sailings for Paramaribo until the end of 1911, are: Oct. 23, Nov. 6, 13, 20; Dec. 4, 11 and 18. Freight is taken only on the trips of Nov. 13 and Dec. 11.

> Correction No. 1, October, 1911. ECUADOR (page 353). Route 2.

On shipments for Babia de Caraquez, the company now collects a "municipal tax" of \$1.50 per 1,000 kilos, or one cubic meter (equivalent to 35-32 cubic feet), at the option of the company.

Solicitud a los Fabricantes Americanos por mejor empaque para la Exportacion.

Este articulo se empesa a publicar en el numero de la Exportera Review, correspondiento al mes de Setlembre y considerandolo de mucha importaneta tanto para los embarcadores de este país, omo igualmento para el Comerciante 6 comprador en el Extrangero, lo conclumos abora, esperando que será util 6 interesante para cuatos lo lean.



NTRE las condiciones, que sou de mayor importancia, considerar, son las climaticas de los Paises á que se destinan las Mercancias y por los que han de pasar en su transporte. Las Mercancias que se destinen a lugares en las Zonas templadas, pero que en su tránsito

tienen que pasar la Tropical, deben protegerse contra los excesivos calores y sol por que han de atravesar, para asegurar que la mercancia llegue en buena condicion a su destino y no de menos importancia es el considerar el clima del pais de su destino. Las siguientes ilustraciones demuestran la importancia de lo que decimos; En Honduras, la estacion Iluviosa dura de cinco a seis meses, en cuyo tiempo llueve amenudo y abundantemente. Las Mercancias que ván de la Costa al interior, se envian por lo general cubiertas de lona, pero si esta como á menudo sucede, no está en perfecta condicion y las mercancias bien empaquetadas; el daño en el primer aguacero es seguro. En Colombia, Maquinarias destinadas al interior, están espuestas á tiempo, lluvias y serenos por muchos dias, y tras las lluvias, á fuertes calores, ademas de lo cual, sobre todo en esa epoca del año, llegan á su destino cubiertas con fango de varias pulgadas de grueso. En la India, donde las lluvias son casi continuas durante cuatro ó cinco mescs, la humedad y el calor produce fungo y moho que en otros climas serian desconocidos, Hasta las mercancias de caracter perecedero que ván en latas, llegan en mala condicion si se han enlatado aqui en dias humedos y Iluviosos. En Venezuela, frutas secas, Harinas y granos empaquetados en cajas de carton, no tan solo se hechan á perder sino que se llenan de, bichos y gusanos.

Muchas son las perdidas que han sufrido los exportadores, debidas enteramente a la ignorancia del Fabricante de condiciones tan importantes y como es solo natural, una vez que ha sufrido por este motivo, por fuerza en la siguiente ocacion dará sus ordenes con preferencia á aquellos que le brinden mas confianza y que sepan las condiciones contra que tienen que prevenirse. El Exportador Americano necesita no tan solo estár mas bien informado y al corriente de las condiciones en los Paises para donde vá la mercancia, y mas aun salver adaptarse a las necesidades aun á espensas de tener que vencer sus parcialidades y costumbres.

Las mejores ó peores condiciones en los Puertos de desembarque, son igualmente necesarias de saberse, para determinar el mejor modo de empaquetar las Mercancias. Si desembarcan en lanchas, mal trato es seguro tanto en la descarga debuque á Iancha, como tambien de la lancha á tierra y de los Puertos en las Costas de Sud America, las quejas son continuas de que la mercancia America no se manda en envases bastante fuertes para resistir el mal trato que reciben.

Sobre este particular el Sr. Agente Consular Don John M. Turner, al referir á las condiciones en aquellas costas dice:

"Todas clases de mercancias se decergan aqui, de los Vapores à lanchas ó botes, sin cubierta. Estos llegan al costado
del baque tan pronto entra en el Puerto, y se amarran al buque
con cuerdas à proa y popa, para que la lancha ceda al oleage
pero no siempre lo hacen con uniformidad puestos que el vaire
de ella no corresponde con las ondulaciones del buque. Una
estinga de eraga digumos con barriles, esjas, y buacal con peso
quiràs de 1500 ilos. Se hace jinglar del buque y se sosiene à
unos 15 ó 20 pies sobre el nivel del agua, y cuando la lancha en
su vaiven està precisamente debajo de la eslinga, se deja caer
cata, rapidamente, para que caiga en la lancha y necesariamente
la mercancia de abajo recipe to do el colpo del chosque que es
tanto mas fuerte cuanto mas pese la mercancia que està encina."

En muchos de los Puertos, el mal trato se repite en la descar á tierra y hasta en tierra tambien, pues hay pocos ó ningunos carretones y mucha de la carga se lleva a hombros, los que la cargan sin esperar ayuda para bajar las con cuidado, simplemente la tiran ó dejan caer al suelo, y luego hay que contar con que los almacenes ó tinglados sean insuficiente para recibir toda la carga del buque y mucha de ella tiene que dejarse expuesta a sol y lluvias con el daño consecuente si el envase no es propio para el caso.

Todas estas condiciones son de gran importancia y el embarcador debe estar bien al corriente de ellas, si desea entregar las mercancias al cliente en condiciones aceptables. Ignorancia de estas condiciones no se aceptan como escusa y el recibidor no tan solo hace responsable al embarcador de los daños, sinó que tambien se forma mala impresion de el como comerciante y capaz para atender a tales embarques.

Hay igualimente que resguardarse contra robos de todas clases, que ocurren principalmente en los embarques de mercancias encajonadas, tales como zapatos, generos, ferreteria, novedades, comestibles y en particular licores en botellas. Varios son los remedios que se han sugerido, para evitarlo, tales como, usar toda la madera machiembrada; precintar con bandas de acero; alambres de acero puestos tan tirantes que se hundan en la madera de los bordes y luego torcidos fuertemente y las puntas recortadas muy cortas, ó tambien el uso de innumerable variedad de agarras para asegurar tapas y fondos. La mayor parte de las Lineas de vapores recomiendan estos resguardos y aunque siempre hay mas ó menos robos es dificulta bastante

(Continua a la pagina 22)

Correction No. 1, October, 1911.

orrection No. 1, October, 1911. DUTCH GUIANA (page 335) Route 3.

Sailings are now every alternate Tuesday.

Correction No. 1. October, 1911. FRENCH GUIANA (page 379). Route 2.

Sailings are now every alternate Tuesday,

SHIPPING ROUTES TO ITALY. (page 478.)

Owing to the war between Italy and Turkey, the sailings of Routes 2, 3, 4, 13 and 15 will be less frequent, as some of the steamers of those lines have been engaged by the Italian Government as transports.

> Correction No. 1, October, 1911. JAPAN (page 499).

CONSULAR REGULATIONS.

As there is no longer a Conventional Tariff between the United States and Japan, it is not necessary nor in any way beneficial, to take out Consular Invoices.

It is now necessary for the consignee to present, with his Import Declaration, the manufacturer's invoice, which must be signed by the manufacturer or seller of the goods,

> rection No. 1, October, 1911. LEEWARD ISLANDS (page 513).

Route 1.

Sailings are now every alternate Tuesday.

PANAMA (page 566).

As we are about to go to press, a cable from Panama announces that the consular fee for certification of the bills of lading for Panama has been reduced from \$3.00 to \$1.00. The Consul-General in New York, not having any official advices, could not, however, confirm the dispatch, which states that the President has approved the law reducing the fee.

CONSULAR CHARGES.

Correction No. 1, October, 1911. TURKEY (page 711).

The Consul-General of Turkey is now Mr. Dgelal Bev.

SALVADOR (page 674).

CONSULAR CHARGES. Consular charges must now be paid by the ship-

per, and are as follows: Consular blanks (per set of four).....\$.25

Certification of invoices up to \$25.00 in value.... 1.00 Certification of invoices over \$25.00 and up to \$100.00 in value Certification of invoices over \$100.00 and up to

\$500.00 in value Certification of invoices over \$500.00 and up to \$1,000.00 in value 6.00

Certification of invoices over \$1,000,00 in value. 6.00 plus 25 cents for each additional \$100.00 or fraction over \$1,000,00 up to \$5,000.00 in value.

Certification of invoices over \$5,000,00 in value, 16.00 plus to cents for each additional \$100.00 or fraction over \$5,000,00,

SHIPPING ROUTES TO TURKEY. October, 1911. (pages 710 and 711.)

Owing to the war between Italy and Turkey, freight for Turkish ports will not be received by Routes 5, 7, 9 or 18.

WINDWARD ISLANDS (page 744).

Route 1.

Sailings are now every alternate Tuesday.

SHIPPING ROUTES FROM NEW ORLEANS. Route 9 (page 797).

The United Fruit Co, has inaugurated a weekly service (Saturdays) to Ceiba, Honduras,

> REPRESENTATIVE FORWARDERS. Page VIII.

The following should be added to the list: Hawley & Letzerich, 15 Whitehall Street. Adolf, Blum & Popper, 66 Broad Street.

Manufacturer's representative, with well-established trade in Havana, own office, will undertake the representation of two or three American lines. Address "Havana,"

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(Contluus de la pagina 20.)

y lo que se ahorra así, mas que compensa por el gasto adicional de estos resguardos.

Propias marcas son tambien factor de importancia tanto como el envase en si. Em Países donde el reglamento de aduana prescribe que la numeración tiene que ser consecutiva, la duplicación de cualquier numero puede resultar en una fuerte multa ó aumento en los derechos.

La utilidad de tales lemas como, "Cuidado," "Vidiros," "Este lado para arriba," etc., etc., son de poco valor á menos que se pongan en el idioma que se habla en el pais adonde van, y aun así, no siempre surten pues que muchos de los trabajadores ó no saben leer ó no les hacen el menor caso.

Para muchos lugares, el marcar en el exterior de los bultos lo que contienen se reduce á una invitacion á los que se inclinan al robo y los Consules de muchos lugares han recomendado muy especialmente que se evite esa practica.

Utilizar envases ya usados es una falsa economia, puesto que nunca son tan fuertes como los nuevos y la facilidad para el robo es mayor.

Las marcas deben ser sufiente grandes para que se distingan con facilidad y puestas de tal modo que se facilite todo lo posible su arreglo y distribucion en los muelles de embarque y por lo tanto al cargarse los buques, lo que de por si igualmente facilitara su manejo. Muchas son las quejas que se reciben particularmente de las mercancias que van cubiertas con arpillera y en sacos. Estas marcas se estampan con frecuencia en las partes mas flojas ó debiles ó en las partes donde hay mayor roce y se borran eon facilidad ó se destruyen por completo, imposibilitando la separación para los diversos puertos y la distribucion en tierra.

Igual cuidado requiere la documentacion de los diversos embarques y con respecto de este importante asunto el Departmento de Comercio por su Bureau de Manufactureros, ha dado instrucciones latas en un libreto publicado con ese fin. Cada una de las Republicas Hispano Americanas tiene sus reglamentos de aduana especiales y prescribe la forma en que se han de hacer y presentar las facturas consulares, entradas de aduana, etc., siendo incumbencia del embarcador ó exportador familiarizarse con tales reglamentos, que nada tienen de dificil, pero que su descuido puede dar lugar à serias consecuencias y multas. En todos casos las l'acturas consulares deben certificarse antes de la salida del buque que lleva las mercancias y deben ir por el mismo correo que lleva el buque, à falta de ellas, los consignatarios ó tienen que pagar multas ó propinas ó dar fianzas para la produccion de ellas en un tiempo a veces muy limitado. Muchas de esas Republicas exigen la certificación de los Conocimientos. Los derechos de estas certificaciones son mas ó menos segun la importancia y valor del embarque y no se pueden evadir sin poner al recibidor en graves difcultades y causarle infinidad de molestias y perdidas que luego recaen sobre el mismo embarcador,

Debe evitarse en cuanto sea posible emvasar articulos de distintas naturaleza en mismo envase, pues que pagando diferentes derechos, muy frecuente mente se cobra sobre todo el contenido del bulto segun al articulo que pague los mayores derechos,

Derechos de Aduana. En todas las republicas Hispano Americanas, los derechos de aduana, se cobran, segun la clase del articulo, ya sea por medida y finura del material, cual en los generos, por litros en los liquidos y en la mayor parte de las otras mercan-· cias, por peso neto, legal ó bruto segun lo estipulan los aranceles, de cuvos contenidos deben estar mas ó menos bien impuestos los embarcadores a fin de que el recibidor no se vea en el caso de tener que pagar derechos que serian excesivos, anmentando notable mente el costo de sus mercancias y con la gran desventaja de no poder competir con los que mas ó menos expertos, saben arreglar sus mercancias de un modo economico en ese sentido. Esto se aplica muy especialmente a los articulos que pagan por peso bruto y por peso legal; pues que en muchas ocaciones el envase en el primer caso puede ser suficiente fuerte para resistir todo el mal trato que ha de recibir, sia necesidad de ser excesivamente pesado y en las mercancias que pagan por peso legal, las cubiertas o cajas y envases especiales no necesitan tampoco ser de mayor peso. Hay que adaptar el envase a la naturaleza y condiciones de la mercancia y hacer el envase tan propio y liviano como lo permita la condicion de fuerza y resistencia contra el mal ó brusco trato que ha de recibir.

Demasiado estudio y cuidado no se puede dedicar a todo lo que sea Maquinaria; en las maquinas grandes cuyas piezas son mny pesadas, el envase debe ser proporcionalmente fuerte y suficiente para proteger todas sus partes sin permitir que la pequeña economia que se pueda hacer en los fletes sea á espensas de riesgos de daño a la maquinaria. Muchos fabricantes tienen por costumbre embarcar maquinas como las de coser, bicicletas, aparatos para agricultura, etc., en jaulas tan livianas y poco fuertes, que se deshacen en el camino, ó pierden partes de sus contenidos ó se rompen y cuando llegan a su destino quedan inutiles por largo tiempo por falta de modo de repararlas ó reponer piezas rotas ó perdidas y siempre que sea posible, toda la maquinaria que se embarca desarmada, debe armarse y operarse en las fabricas, para asegurar que vá completa y lista para funcionar, y luego se desarman y envasan cuidadosa mente. Hay que recordar que los obreros y hasta los mecanicos en lugares lejanos nunca han tenido ocacion para familialisarse con tal ó cual maquinaria y por lo tanto no se puede esperar que a la simple vista, las puedan armar, guiados solo por instrucciones que no instruyen y por eso es que vemos que en las Naciones Europeas, toda contrata por estensas instalacion de maquinaria grande y de importancia, lleva la clausula de que los contratistas están obligados a montarlas.

El tema es extenso y no tenemos cabida para tratarlo en todas sus fraces, así pues concluirente, dedicando un parrafo a miestros lectores en las Americas y es el consejo de tener siempre como base, que el recibidor del pedido probablemente ignora. Ias consciendes de lugar, transporte, adunans y otros requisitos y por lo tanto al pasar el pedido, deba acompañado de instrucciones completas sobre esos particulares, a menos que el articulo pedido sea cosa corriente y de cominum importacion.



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EUROPE-GREAT BRITAIN AND THE CONTINENT

American Railway Project in Moscow

About a year ago a member of a New York engineering company went to Moscow to investigate that city's railway system, with the result that a permit to survey the city was secured from the Government. Recently other representatives went to Moscow and opened negotiations with the local municipal officers and others interested in the proposition. They have met with considerable success, and have now applied for a concession to build a metropolitan railway in Moscow, connecting up the ten railway stations representing the various railways centering in that city. It is the purpose to build a central station or depot in the centre of the city and to construct a subway over certain districts of the congested area. The system known as the Circular Railway may also be taken over from the Government.

British-Made Shoes for American Wear

Under the caption, "English Shoes on Route," the Boot and Shoe Recorder of Sept. 2 says," "Junius Beebe, of the leather manufacturing and wholesale firm of Lucius Beebe & Sons, returned to Boston recently from a trip to Europe. While abroad Mr. Beebe wisted a number of English shoe factories, and there saw ample evidence of the fact that British manu facturers are taking very active interest in the American shoe liteld. He saw the actual shoes in the factories in the course of manufacture, saw them boxed up to ship and on the way to the freight station duly bildlet of American firms, not only wholesale but retail. One big English firm is advertising the fact that it is making shoes for the United States.

Cunard Line to Have Largest Steamer

The plans for the new steamer Aquitania, which the Cunard Company is building, have been modified to make the vessel the largest in the world. Her length will exceed 900 feet, which will be ten feet longer than the 50,000-ton liner lunperator, which the Hamburg-American Line will put into service in the spring of 1913. She will also be one knot faster than her German rival.

Schedules of Italian Lines Upset by War

Because of the Italian government requiring the services of the Italian liners as transports, the schedules of the various lines have been considerably upset. The following vessels have been withdrawn from the Navigazione Generale Italiana, La Veloce, Lloyd Italiano and Siculal-Americana lines: "Drac al Genova," "Lombardis," "Lazio," "Sannio," "America," "San Giorgio" and "Mendoca." It is possible that one of the Lloyd Sabaudo boats may also be requisitioned. About sixty steamers of the Italian government under the terms of the old subsidy arrangement, which is still in force, affecting the various lines.

Turkey Adopts Labor-Saving Machinery

The need for labor saving machinery in Turkey is receiving increased recognition, not only in agriculture, which is still the principal pursuit, but also in the industrial arts. There is a good idemand for oil engines, and also for milling, pumping, and mining machinery, while requirements now exist for road-making, wood-working, spinning, and ter-making appliances. Glass, paper, woo-len, tanning, and refrigerating factories are being started by foreign expiral and under foreign superintendence.

Important Exhibition Next Year in Bulgaria

The International Exhibition of Sofa (Bulgaria) will be opened on June 1 and closed September 13, 1912. The exhibition, under the Presidency of the Royal Minister of Commerce and Agriculture, will embrace all products of industry, commerce, agriculture, arts, instruction, hyglene, alimentation and sports.

This enterprise, which has obtained the protection of the municipalty and the Chamber of Commerce and Industry of Sofia, and takes place during the festival year 1912, will draw a great number of visitors to the capital of Bulgaria. Full particulars may be had on application to the Organization Committee of the International Exhibition 1912, No. 5, Alexander Place, Sofia, Bulgaria.

Plans of Norway-Mexico and Swedish-Mexico Lines

It is stated that the affiliated Norway-Mexico and Swedish-Mexican steambig lines have arranged to setten their services to North American ports, including Philadelphia and New York. They will be prinquipally cargo traffic earniers, but a few passengers will be taken. The Norway-Mexico Gulf Line at present operates services from Norway to Newport News, Ilavana, Puerto Mexico, Vera Cruz, Galveston, New Orleans and back to Norway. The general agents of the Norway-Mexico Gulf Line, in the United States, are A. W. Duckett & Co., 17 Battery Place, New York.

Will Open Up Trade in Poland

A new railway line opening up a dormant part of Poland began operations in March. This new line will stimulate the economic and industrial conditions even in the most remote parts. The line is eighty-three milter long and runs from threly, on the borders of German Silesia, to Kielee, the capital of the Province of that name, via Cernstochova, thus cutting through the southern part of the Province of Portrkov and the northern part of the Province of Kielee. From Ostrowy there is a one-mile branch to a large iron factory at Blachownia and from Hantke another one-mile branch runs to the smelters at Rakow.

Among the industries which will greatly expand this district as a consequence of the new transportation facilities are timbering, fish culture, manufacture of cement, roofings, pipings, starch, etc., especially in the district around Koniespol.

Removal of Household Goods in Lift-Vans

The Anglo-American Lift Van Company has been incorporated under the laws of New York State, to succeed the company of the same name operated for several years by Caldwell & Company, 26 Broadway, New York. The details of the business will remain in the hands of Mr. F. E. Tamlyn, organizer of the company, who has been appointed managing director. It is proposed to build several more of the all-steel lift-vans used by this company, in order to keep up with the steady increase in household removals to and from Europe. These lift-vans are so built that the body may be detached from the trucks and placed aboard steamers without disturbing the contents, thus insuring delivery at destination without risk of breaking from unpacking and reloading.

A S I A INCLUDING EAST INDIES. ETC.

Americans Construct and Equip Indian Steel Works

A miniature Pitsburg, Gary or Bethlehem, intended to be the forge of India, corresponding with those American cities to England's Sheffield and Germany's Essen, has been under construction during the last three years at Sakchi, near Kalimati, in the State of Nagpur. Here are being built, for the production and sale of steel, the Tata Iron & Steel Works, which is considered to be the greatest industrial undertaking ever attempted in India.

Not only was the selection of the site, which involved a careful testing of the raw materials, carried out by American experts, but the plans were drawn up by an eminent engineering firm of Pittsburg, who have also supervised the construction. About seventy European and American engineers have been employed in putting up the plant and a large part of the equipment is of American manufacture.

Chinese-American Lines Make Traffic Agreement

Negotiations have been opened with the China Merchants Steam Navigation Co. to join with the newly-formed Chinese-American Steamship Co. in a traffic arrangement. The China Merchants Steamship Co. is a powerful corporation which operates on the China coasts and rivers. The Chinese-American line will be operated for the time being by the Dollar Line, and the contract held by the Dollar Line for carrying iron ore from the Hanyang mines to the United States is to be transferred to the new line.

American Typewriters Popular in Siam

An increasing number of typewriting machines are sold in Siam yearly, and those of American make are the favorite machines in the Government offices and business houses. Many of the standard American machines have been sold in Bangkok for years, and present indications are that they will maintain their lead over the various machines of European make.

Will Award Chinese Railroad Contracts Soon

It is reported that the Chinese Imperial Government will probably be inviting tenders for the supply of a large quantity of railway building material at an early date. It is computed that not less than \$0,000 tons will be required in all in connection with the various new lines for which provision was made under the loans raised two or three mouths ago, and the belief is entertained that the contracts will be divided almost equally between British and American firms, a recent offer by a German syndicate having been rejected. Chinese imports of machinery, railway plant and materials, electrical materials and littings last year amounted to over \$1,000,000, constituting a record import in these articles.

British Motor Vehicles for Afghanistan

An order has been placed by the Amir of Afghanistan with the Albion Motor-Car Company (Limited), of Scotstoun, Glasgow, for 12 three-ton vehicles of 3-chp. These cars will be the first to be introduced into Afghanistan for the conveyance of goods and passengers. The rapid development of motor truck building in this country should place American manufacturers in a position to secure orders of this nature.

Much Money Is Sent to Hong Kong.

The report of the superintendent of Hong Kong's Post Office Department for 1910 throws an interesting side light upon the increase in certain lines of American trade in that part of the world, and also has a bearing upon the matter of remittance of Chinese in the United States to relatives and business associates in that colony.

The registered mails received from the American Continent by the Canadian Pacific mail packets are the largest received at 1 long Rong. The number of registered letters amounts sometimes to well over 7,2000 a mail, and when it is considered that about 48 Per cent. of these letters are for Chinese and contain drafts averaging over \$500 in Value a letter, an idea can be gathered of the amount of money transmitted by the Chinese in America to their native country. This \$1,2000 local currency per mail, or \$16,500,000 local currency or over \$2,224,000 gold per year remitted by registered mail, is of course independent of the sums remitted by banks, by telegraph or by unregistered mail and by Chinese returning to the colony.

Enormous Cargo of Flour for Far East

Fourteen thousand tons of flour have been booked for export to Japan and China by the Great Northern Railway steamer "Minneston," to sail from Seattle, December 15. This will be the largest cargo of flour ever sent across the Pacific. The "Minneston," has a capacity of 28,000 measurement tons, and a deadweight capacity of approximately 16,000 tons. All of this space has been taken for her next sailing from Seattle, and shipments aggregating nearly 12,000 tons have been refused. The weight ton capacity of the big liner will be taken up with flour shipments with the exception of 2,000 tons of agernal cargo.

C. P. R. to Improve Trans-Pacific Line

The Canadian Pacific Railway Company has ordered two steamahips for the Vancouver-Hong Kong service to cost \$5,000,000. They are to be built by the Fairfield Shipbuilding Company of Glasgow and are to be ready in January, 1913. The new boats will be 595 feet long, with a tomage of 15,000. They will be equipped with engines of from 16,000 to 17,000 horsepower and will be required to maintain an average of 18 knots an hour and develop on their trial runs a speed of 20 knots.

American Armor Plate for Japanese Navy

As the result of an official wist of Japanese officials to Philadelphia some time ago, when they impected the Midsel. Steel Works, at Niectown, Pa., that concern has received a large order for armor plate, to be used on vessels of the Japanese must The Midwale Steel Works recently shipped a large quantity of armor plate to be training of the planese must be a superior of the planese must be provided by the planese of the planese must be provided to the planese must be provided by the planese of the planese planese must be provided to the planese planes

American and British Locomotives for Manchuria

A contract for ten powerful to-wheeled passenger locomotives for the South Manchuria Railway—for which tenders were submitted by leading locomotive builders in Great Britain, the United States, and Continental Europe—has been divided between the American Locomotive Company and a British concern.

A F R I C A CAIRO TO THE CAPE

Proposed Developments in Central Africa

The erection of bacon factories and central dairies is under contemplation by the Chartered Company of South Africa, which has sent out an expert to report on the best localities. A cotton gin and hydraulic press installation has been completed at Mazibonka, a few miles south of the Kafue River. This river is now being used for grain transport, being navigable for small steamers towing barges at all acasons of the year for 200 miles above the Kafue bridge. Northwestern Rhodesis is doing a profitable trade in cotton, grain and similar produce with the southern Congo territory, which has considerably added to the traffic of the railways. The trailway from Broken Ilill to the Congo border is already carning more than its debenure interest.

New Service Between France and Morocco

The Compagnic Generale Transatlantique (French Line) has established a regular monthly steamship service from Nantes (France) to Casablanca (Morocco), via Bordeaux, with calls on the return journey at Oran and Algiers. The first sailing took place on August 10.

Sugar Factories in the Zambezi Valley

There are three sugar factories in the valley of Zambezi, in Africa. The British sugar factory at Chimbue, the Syndiend Agrivole de Luabo, at Marromeo and the Company Assucariera at Mopea. About three million dollars is invested in such a manufacture and over twelve thousand acres of cane have been planted, with a sugar production of 18,000 tons.

Some Interesting Data About Tripoli

In view of the war between Italy and Turkey, over Tripoli, the following facts in regard to the latter country are of in-teress: The area of Tripoli, including Benghazi (Bengasi) and Fezzan to the Tropic of Cancer, is estimated at alout 4,6000 square miles, or nearly the size of Texas and California taken together. It has a population of about 8,0000 to 1,500,000, mostly Berbers. The civil European population numbers 5,000 or 6,000, mostly Matlese and Italians. Practically there are no Turkish settlers. Arabic is generally spoken, but Turkish is the official language. The principal towns are on the coast, Tripoli, the capital, having 30,000 inhabitants, and Benghazi 35,000. The revenue is about \$4,71,000.

Proposed Railway Extension in Madagascar

The railway which is in operation between Antananarivo and Brickaville (Madagascar) to miles, is being continued from its present eastern terminus al Brickaville to the port of Tamatave, a distance of 60 miles. The extension is in ocurse of construction, and will, it is expected, be completed early in 1913. The route is now being surveyed for a railway to connect Antananarivo with the town of Antsirabe, 195 miles south of the capital, in the centre of an extensive agricultural district.

Record Output of Transvaal Gold Mines

The output of the Transvaal gold mines during the month of August broke all records. The total number of ounces of gold mined was 713,407, the value of the metal being approximately \$14,757.853.

Export Commission House Buyers

(Confinued from page 13.)

cover such a wide range it would be impossible to specify them.

The selling force of John & Joseph Drysdale & Co. by uneans of which these enormous imports are disposed of throughout Argentina, numbers over 125, in addition to which the firm employs over 100 expert American demonstrators of our agricultural machinery throughout the Republic, to teach the large planters the value of American labor-saving devices in that line.

In the seven large warehouses in Buenos Aires, owned by the firm, there are about 1,000 employes, not including the repair and assembling shops, where the knocked-down machinery, furniture, etc., is put together, most of this class of goods being imported that way to save freight charges.

The showrrouns of John & Joseph Drysdale & Co., in Buenos Aires, are in a two-story building on Calle Peru, covering almost an entire city block, and here may be seen samples of all kinds of manufactured goods, the machinery, windmills, etc., being all set up ready for operation. Although a large proportion of these goods are of American manufacture, the firm does not discriminate against British or German goods.

as everything is bought purely on its merits and its finess for the needs of the consuming public of the country. Furniture, for instance, is chiefly American, as we beat the world at that; hardware is largely American, but includes British and German goods; agricultural machinery and implements are practically all American, and the kinds wanted are the latest and best, not the cheapest, as new areas are being continually opened up for agriculture and the "hackedados" (planters) are usually wealthy and can afford the last.

In addition to the large showrooms and warehones, John & Joseph Drysdale & Co. have immense river-front Inmber yards in Buenos Aires, Rosario and Bahia Blanca, where full cargoes are discharged direct from sailing vessels and steamers. All of this lumber comes from the United States, and amounts to a great many million feet annually

While the Drysdales are agents for many American manufacturers in Argentina, the purchasing is always done through John Dunn, Son & Co., and the latter concern, though buying chiefly on orders from the other end, are always keen to see the merits of goods offered to them by American manufacturers, that will find a sale in Argentina.

AUSTRALIA INCLUDING HAWAII & OCEANIA

Wellington Gas Works to Enlarge Plant

The Wellington (N. Z.) Gas Co. has decided to increase its capital by about \$700,000 for the purpose of obtaining funds for extension of works. The output of gas in 1910 showed an increase of 18 per cent, as compared with 1907, and as the existing works are employed to their full capacity, the board has placed orders for additional equipment and is now actively proceeding with the installation of the first section of it. The new works will have a productive capacity of 750,000 cubic feet of gas daily, as compared with the present maximum output of 1.125,000 feet, and are estimated to cost about \$370,000.

Independent Oil Shipment for New Zealand

The Norwegian steamship "Terrier," has been chartered to load 1,800,000 gallons of refined oil for New Zealand ports. The cargo will be shipped by the Union Petroleum Co., at Marcus Hook (Philadelphia), an independent concern which is making heavy inroads into trade heretofore controlled by the Standard Oil Co. Not long ago a cargo of similar size was shipped by this concern to New Zealand on the British steamship "John Hardie."

Improved Mail Service to Antipodes

Townson words to the second

British shipping circles are discussing important developments which are contemplated as a result of the opening up of the transandean route to the Pacific Coast. A steamship company is in course of formation for the run between Sydney, N. S. W., and Valparaiso, by means of which it is estimated that the mail service to Europe from Australia will be shortened by at least four days. The new contract which has just been arranged between the governments of Canada and New Zealand and the Union Steamship Company of New Zealand for an improved service from Vancouver to Auckland will result in the mails from London being landed at Auckland in thirtythree days as compared with thirty-seven days by way of Suez.

New Fast Steamer for Canadian-Australian Line

It is understood that an order for a 10,000-ton liner for the Canadian-New Zealand-Australia service will shortly be placed in England by Sir James Mills, head of the Union Steamship Company. The new steamer will be of the same type as the "Makura," but larger, averaging 16 or 17 knots, and will make the run between Auckland and Victoria in 18 days.

7356

FOREIGN TRADE OPPORTUNITIES

The following are among inquiries received by the Bursau of Manufactures, of the Department of Commerce and Labor, Washington, D. C., during fast month. Manufacturers interested can obtain full particulars, free of charge, by writing to the Bureau of Manufactures and referring to the number given.

American shoes -Near East. Machinery of various kinds—Levant. kinds—Lerant, Collon oli, meat and perk products— linly, Bids for railway au-tomoddles—Vulpa-raiso, 7330 7331

7332 Waterworks and electric-power system British Columbia

erectric power system—Hrilish Columbia, Machinery of various kinds—South Africa, American carriages—Near East, Brickmaking machinery—South America, American immber—Levant, Dredging and excavating machines— Europe

Europe. Cement bags-Latin America. Agency for American types American Impewriters-Portuer-making machines, refrigerators and screw Joints—England.

serew Joints - England.
Hardware-Argentina and Chile.
Labricating oils - Great Britain.
Lammorks - and specialities - Europe.
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Barphok, Siam.

Barches automobiles-Latin America.

1705 Brickmaking, pipe and earthenware machinery—Hussia.
 1706 Small incubators—Asia.
 1707 Dredging anad excavating machinery—Far

East. Melal fittings for garlers-United Kingdom. Molai Rillaga for garlera—United Kligdom. Paint—Far East. Hamikerchiefs, white metal apoons and shoe teather—Russia. Vehicles—Europe. Buildera' and contractors' supplies—Can

adia, Minerial in pricating and fuel oils—Italy. Mineral, in the first of a fine of a

7350

7357 Pharmaceulical and chemical products, paints and varnishes—Spain. Well-boring machinery and supplies—Latin 2255 America. Hospital furnishings and equipment—Mex-

Cotton gina—Asia.
Machinery for immbering operationa—Europe
Europe
Europ

ten.
Ondical goods and jewelry-India.
Fruit graders for grading oranges.—Africa
Agency for American coreals and food products—United Kingdom.
Mineral otts—Near East.
Circular Bilering cloth—Africa. 7401 7403 7406

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Mineral cite—Near East.
Circular filtering cloth—Africa.
Advertising novallies—Canada.
Supplies for Commonwealth of Australia.

Catalogues of various goods—Oceania. Telephone cable—India. Soaps, medicines and drug amplica— Europe.

Shoes and men's furnishings-Russia.
Antiseptic paper drinking cups-Porto

Hiro.

122 Motor-car accessories United Kingdom.

123 Collouseed oil Enrope.

124 Timber concessions and lumbering machinery.

126 Statlemery and office supplies—South Amer-

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Small centrifugal pumping onlits Europe,
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Calaless of mining machinery and apparaits-Par East,
Cut-glass articles-Latin America.

Agency for American goods-United King-7437

7411 Cotton mill muchinery and supplies-

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Europe Surger American hardware—England,
7442 Pechal last function and supplies—Far EastAction Research Surgery and Surgery Surge

Agency for American books—Engiand. Electric light, power and tramway con-cession—Lalin America. Lubricating oils and greases—Italy. Surglest, dental and veterinary instruments —Latin America. 7450

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New York, N. Y.



Marvellous Increase in Automobile Exports

Should the exports of automobiles continue at the same rate adduring the five remaining months of the year the total will remaining months of the year the total will rest the \$30,000,000 line. Even this does not include the automobiles essent to Porto Rico, Hawaii and Alaska, which, with the path thereof, aggregated over, \$1,500,000 value during the last fiscal year.

The increase in the exportation of American automobiles has been almost as rapid as the growth in their use in the United States. The total value of automobiles and parts thereof exported in 1991, was less than \$1,000,000; in 1992 it passed the \$1,000,000; in 1995, \$4,000,000; in 1995, \$4,500,000; in 1995, \$5,790,000; in 1995, \$5,790,000; in 1995, \$5,790,000; in 1995, \$5,790,000; in 1995, \$1,000,000, and in 1911 seems likely to be, for automobiles alone, about \$4,000,000; for parts thereof, except tires, about \$4,000,000; and for tires about \$4,500,000.

Statistical Record of the United States.

Among the interesting facts shown in the "Statistical Record of the United States," recently issued by the Department of Commerce and Labor, are that the area of continental United States was 843,255 square miles in 1800, advancing to 1,734,630 square miles in 1810; to 2,995,536 square miles in 1850, and 3,026,789 square miles in 1853, since which date no change in area is shown. The population, which was 5 1-3 million in 1800, was 93 3-4 million in 1911. The public deht, which was \$83,000,-000 in 1800, reached \$2,675,000,000, less cash in Treasury, in 1865, the figures of 1911 being \$1,015,000,000. The per capita debt, which was \$15.63 in 1800, and in 1865 \$76.98, is in 1911, \$10.83. Deposits in all banks in the country cannot be shown earlier than in 1875, at which date they are set down as a little over \$2,000,000,000, and in 1910, over \$15,000,000,000. Exports of domestic merchandise, which amounted to \$32,000,000 in value in 1800, were over \$2,000,000,000 in 1911; and imports, which amounted to \$01,000,000 in 1800, were \$1,500,000,000 in 1911,

Will Consolidate Carloads for Export

The Consolidated Carload Company of America has been incorporated, with the following officers: James S. Meng, president; Alfred H. Pon, vice-president and general manager, and Wm. J. Becker, treasurer. The president and general manager, and of the seel-known banking fern of Heavy Bischoff & Co., while Mr. Post is the former head of Alfred H. Post & Co., but now manager of the freight department of Bischoff's Banking House. The consolidation feature of transportation was legalized by a recent decision of the United State Supreme Court, which places small shippers, with the aid of forwarders, on a par with larger thippers by enabling them to secure carload rates on their shipments, less a small commission to the forwarders who combine their shipments with others for the same des-

Steamship Man Goes with American Dock Co.

Mr. F. W. Relyea, for several years in the inward freight department of Norton & Son and previously with the Old Dominion Steamship Co., is now connected with the traffic department of the American Dock & Trust Co., at 24 State street, New York.

Our Best Twelve Foreign Customers.

Statistics compiled by the consular service show that the twelve best customers of the United States, with the amounts of their purchases of American goods for the fiscal year 1910-11, were as follows:

England\$536,491,730	Cuba	60,709,062
Germany 287,495,814	Italy	60,580,766
Canada 269,806,013	Belgium	45,016,622
France 135,271,648	Argentine	43,918,511
Netherlands 96,103,376	Australasia	37,524,586
Mexico 61,281.715	Japan	36,721,400

Large Export Trade in Patent Medicines

Nearly \$7,000,000 worth of "patent medicines" were exported from the United States in the past year, and for the past decade the aggregate amounts to more than \$5,000,000. These figures include only that class of exports designated as "medicines, patent and proprietary," of which the exports in 1911 were \$6,870,000 to foreign countries and more than a quarter of a million dollars' worth to the non-contiguous territories of the United States, and do not include the numerous articles exported for use in the preparation of medicines, such as gineng, which amounts to more than a million dollars annually; roots, barks and hetbs and other articles of this character.

Chicagoans Plan Trade-Getting Cruise

An eighty-day cruise to South America is to be undertaken by members of the Chicago Association of Commerce. The expedition, which will be in the nature of a trade-getting trip, will be prometed by the foreign trade committee of the association and will be the first of a series of trade excursions to the Republics of South America.

Mobile to Increase Steamship Facilities

Authority has been granted for the construction by the Mobile and Ohio and the Southern Railway of a \$500000 pier at Mobile. Work on this improvement, which will add 1,200 feet to the dockage room of the two railroads at Mobile, will begin as soon as the contract can be let. The pier will be a double-decker with elevated railroad tracks arranged for the loading of vessels by gravity.

Galveston Forwarders Open Office Here

Hawley & Letzerich, well known forwarders and customs brokers of Galveston, Texas, have opened offices in New York at 15 Whitchall street, directly opposite the Custom House. The New York office will be in charge of Mr. Harry Hawley, while Mr. Otto Letzerich will remain in Galveston, in charge of the office there. The firm does a general forwarding and customs brokerage business, giving special attention to Drawback coltections.

Dry Goods Specialties for Export.

Mr. F. J. Kelly, who has been connected with the export of the goods tracked for the past ten years, has formed a partnership nuder the firm name of Kelly & Knief, with offices at 68. New street, New York, and will make a specialty of hosiery, underwear and notions for export. The firm will maintain permanent sample and showrooms at Kingston, Jamaica.

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LA "EXPORTERS' ENCYCLOPEDIA," abora en el sexto año de su publicación, es la única guia de Exportacion publicada en los Estados Unidos. Contiene cuantos informes y detalles puede necesitar el embarcador y se recomienda como obra de consulta y referencia para Comerciantes, Fabricantes y las diversas Compañías de Vapores al Extrangero.

LA "EXPORTERS' REVIEW" es una publicacion mensual en la que a via de suplemento se corrige y amplia el contenido de aquella, sin lo cual seria una obra incompleta y de poco valor; así pues la "RE-VIEW" debe guardarse y archivarse enidadosamente.

Continuamente récibimos cartas de Fabricantes y otros preguntando nombre y direccion de firmas respectables a quienes poder recomendar sus embarques, cobros de valores, etc., etc.

Asi pues La "REVISTA" es un excelente medio de publicidad para todos aquellos que desean ponerse en contacto con nuestros Comerciantes. Fabricantes etc., por ser periodico que se encontrará siempre en las Oficinas de los principales Manufactureros del Pais y de todos los que interesan directo ó inderectamente en la Exportacion.

Nuestros lectores en Sud America, pueden con toda confianza dirigir nos sus cartas y nos encontrarán siempre dispuestos à informarles respecto a Mercancias, Fabricantes, Exportadores, etc., etc.

Referimos al Comercio en General y en particular a las lineas de Vapores de trafico Extrangero.

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Hortensius .3472 Hostilius .3226 Hyacinthus .5756 Hyades .3352 Hyanthes .3427 Hydaspen .5653 Hylas .4233 Hypatia .6663 Hyperia .3038

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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.

(Subject to Change.)

NOTE.—The lines are arranged alphabetically under the port of departure. This enables subscribers to the seventh (1911) edition of the "Exporters' Encyclopaedia" to accertain quickly the proposed sailings of all lines, except where the agents could furnish no advance

CAUTION.—The sailing dates given below, although compiled with extreme care, ahould be considered as merely approximate, except for the regular Trans-Atlantic passenger lines. The publishers, however, assume no responsibility as to the accuracy of the information.

From New York.

AMERICAN & AFRICAN S. S. LINE: For Cape Town, Algon Bay, East London, Port Natal, Delagon Bay, Belra and Manrilula-Kabluga Nov. 4.

- AMERICAN ASIATIC S. S. CO.: For China and
- AMERICAN & AUSTRALIAN S. S. LINE: For Fremanile, Adelaide, Melbourne, Sydney and Brisbane—Invertay, Oct. 28.
- AMERICAN & AUSTRALIAN S. S. LINE: For Melbourne, Sydney, Auckland, Wellington, Lyleiton and Danedin-Miniro, Nov. 30.
- 12/10/10 mag Judecule—mindro, Nov. 30.

 AMERICAN & CUBAN S. S. LINE: For Havana,
 Uuantanuno, Santiago, Manzanillo and Clentuegos—Times, Oct. 18. For Havaua, Mataans, Cardenas, Sagua and Culbarlen—A ateamer
 early Nov. AMERICAN & CUBAN LINE (Mexicus Service):
 For Tampico, Vera Cruz and Progreso-A
- For Tampled Nov
- AMERICAN & INDIAN LINE: For Port Said, Hodeldah, Aden, Bombay and Calcutta—Bloem-fontein, Oct. 21; Swasi, Nov. 18.
- rontein, Oct. 21; Swaai, Nov. 18.

 "AMERICAN LINE: FO Sonthampton—8t. Paul,
 Oct. 21; Philadelphia, Oct. 25; St. Louis, Nov.
 41; New York, Nov. 11; St. Pault, Nov. 18; PauliAMERICAN AND MANCHERIAN LINE; Por
 Hong Kong, Shanghai, Molj. Kohe and Yekohaun—Kioto, Nov. 10. For Singapore and
 Manilla—Katuna. Dec. 6.
- AMERICAN & DRIENTAL LINE: For Hong Kong, Shanghai, Moji, Kobe and Yokohama-Jesseric, Oct. 25.
- Jesseric, Uct. 25.

 AMERICA-HAWAHIAN S. S. CO.: For Pnerto Mexico—A steamer every six days.

 AMERICAN RIO PLATA LINE: For Montevilleo, Buenos Ayres and Hosario—Queen Mary. Lect. 25; Bramley, early Nov; a steamer Nov.
- 20.

 ANCHOR LINE: Por Glasgow Cameronia, Oct. 21: California, Oct. 28; Caledonia, Nov. 4; Columbia, Nov. 14: Cameronia, Nov. 18; California, Nov. 25: Caledonia, Dec. 2.

 ANCHOR LINE: Por Naples and Leghornitalia, Nov. 4; Perugia, Nov. 22; Calabria,
- Dec. 9.

 ATLANTIC TRANSPORT LINE: For Loadon
 Minnewaska, Oct. 21; Minneapolis, Oct. 28;
 Minnetonka, Nov. 4; Mesaba, Nov. 11; Minnehaha, Nov. 18; Minnewaska, Nov. 25; Minue-
- naha, Nov. 18; Minnewaska, Nov. 25; Minue-apolia, Dec 2.

 *AlbTRO-AMERICAN 8. 8. CO., LTD.; For Naples, Patras. venice and Tricate—Martha Washington, Oct. 28; Oceania, Nov. 10; Argentina, Nov. 29; Martia Washington, Dec. 9.

 BARHER LINE: For Singapore, Manila and liblin-Suruga, Oct. 20: Shilmosa, Nov. 5.

 BARBER LINE: For Montevideo, Buenoa Ayres and Rosarlo—St. Ronald, Oct. 21; Dochra,

Nov. 1.

BABBER LINE: For Havre and Dunkirk-A
atenmer inte Oct.

'HINTH LINE: For Para and Manaos-Clement,
Nov. 5; Stephen. Nov. 15; Christopher. Dec.

*BIMITH LINE; For Fara and Manages Section Nov. 5; Rephen Nov. 15; Christopher, Dec. 5; Para Line; Per Para, Marauham, Ceara and Paranalyba—Crispia, Oct. 25; Dunsiou, Nov. 25; Basil, Dec. 25, Cursiou, Nov. 1818FOL CITY LINE; For Swansea and Bris-

Dec. 30.

**COMPANIA TRANSATIANTICA: For Havana,
Vera Criss, Pherto Mexico A steamer Nov. 11
and Dec. 12

**COMPANIA TRANSATIANTICA: For Cadiz and
Tal-violin, Bluenon Aires, Nov. 5: a steamer
121-violin, Bluenon Aires, Nov. 5: a steamer

Dec. 6.
**CUNARD LINE: For Liverpool Lusiminia.
Oct. 18: Campanla, Oct. 25: Manrelarda, Nov.
1: Lusifiania, Nov. 8: Manrelarda, Nov.
2: Livitania, Nov. 29: Campania, Dec. 6: Carmania, Dec. 13.

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*CUNAMB LINE: For Naples, Flums and Triesta — Panuonia, Oct. 26; Carpatnia, Nov. 3; Caronia, Nov. 18; Ivernia, Nov. 30; Caronia, Jan. 6.

NOV. 15; IVETHIR, NOV. 30; CHEORIR, JEB. O. ELLER BURNIPATER LINE: FOR CAMARY Islands and West Const Africa Ports.—You, Nov. 30.

9-AMRE LINE: FOR Marsellles—Sont Aume, Oct. 19; Roma, Oct. 25; Madoutta, Nov. 11; Venesia, Nov. 17; Germania, Nov. 25; Sant Auus, Dec. 2; Roma, Dec. 5. Steamers Germania and

Bi: Roma, Qet. 25: Associum, Nov. 11; Venesta, Nov. 17; Germania, Nov. 25; Sant Austi, Edward, Nov. 17; Germania, Nov. 25; Sant Austi, Dec. 8: Steemers Germania and Photonic AMERICAN. LINE: For Hamburg - Pennsylvania, Oct. 21; Cleveland, Oct. 21; Parleta, Oct. 28; K. A. Victoria, Nov. 4; Pres. Lincoln, Nov. 11; Pres. Graut Nov. 25; Pennsylvania, Inc. 29; Markey 19; 25; Pennsylvania, Pres. 21; Moltke, Nov. 25; Pennsylvania, Pres. 22; Pennsylvan

Inc. 2. RELANDERS AND E. FOR Gibralter,
Marke and Genous Chickmant, Nov. 3; Unitermath, 10c. 7; Hambing, Jan. 4.

The Committee of the Commi

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Frim. Ettel Pricarick, Nov. 10, Dec. 8 and HAMERICA MERICAN, LINK GALBA agreeier). HAMERICAN LINK GALBA agreeier) and the state of the

Siorchaya - Linden, late Oct.

"IRKLLENIC TRANSAYLANTIC LINE: For Piracus, Smyrna and Contaullaopic-Themistories, Oct. 2x, Athibni, Nov. 13. Robiertama. 100.12.ND MNRT 11. Ryadam, Oct. 22; Polsdam, Oct. 11. Robertam, Nov. 21; Rudam, Nov. 13; Robiertam, Nov. 21; Ryadam, Nov. 14; Robiertam, Nov. 21; Ryadam, Illinstyn M.R. 197 Cape Town, Algon Bay, East London, Port Natal and Delagon Bay—A atomor Kert. Por Agent Bay.

East London. Port Natal and Delagon Bay— A steemer Nov.—
Nov.—
Nov.—
For Montevideo. Buenos Ayres, La Plata and Rosarlo—Banta, Oct. 25; a steemer Nov. 15.

a steamer Nov. I.

ENSULAR LINE: For San Juan, Ponce and
Mayagues—S. V. Luckenbuch, Oct. 14: Harry
Luckenbuch, Oct. 21, and a steamer every seven
to fourtien days thereafter.

**TAALIA LINE: For Naples and Genoa—Verona,
Nov. 2: Anoma, Dec. 1.

no fouriest days, becauter.

10 contract a molecular contract and genome-versus. New 2: Annual Pre C. P. C. Marchett a molecular contract and contra

Die de Janiero and Santos—no we Con-position of the Santos and Genoa— Luidana, Ort. 182 hepidoza, 182 and Genoa— Luidana, Ort. 182 hepidoza, 182 and Genoa— 182 and 182 and 183 and Genoa— 182 and 183 and 183 and Genoa— 183 and 183

stemmer Nov. 10.
"MUNSION STEAMSHIP LINE: For Matanzas,
Cardenas, Sagua and Calbarien—Collana, Nov.
1 22 and Drc. 20; Paloma, Oct. 21, Nov. 11 and

PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.-Continued from page 35. See notice at head of Page 35,

*MUNSON STEAMSHIP LINE: For Nipe, Nucritas, Gibara—Olioda, Nept. 29, Oct. 25, Nov. 15 and Dec. 15: Corripta, Nov. 27; steamer Olinda calls at Proctor lades and Dec. 27; steamer Olinda calls at Proctor lades also NATIONAL STEAM NAVIGATION CO. For Piracus, Calamas and Fatras—Patris, Oct. 11

and Nov. 25.
*NAVIGAZIONE GENERALE ITALIANA: For Naules and Genoa-Duca d'Aosta, Oct. 14;

**SAVIGAZIONE GENERALE TEALINAS DE NEMBE AND GENERALE GENERALE GONTANIO DE L'ANDIO DE GENERALE GONTANIO DE L'ANDIO DE L'A

BI. FSPERMAN. 164, 201; MOTTO CASILO, NOR. 23.
MOT. 23.
MOT. 25.
M

Zo, NEW YORK & SOUTH AMERICA STEAMSHIP LINE: For Bulli, Blanca, Volparalso, Iquique and Callao—Howick Hall, Oct. 18; a steamer and Calino-Howick Hall, Oct. By a steamer special control of the c

and Roberto-Industry, Oct. 10: a steamer late processing the processing of the proce

Field London, Door Nation Laters, Agreed Barty, Park London, Poor National Conference on Conference ROVAL

Trent. Nov. 11; Magadalean. Nov. 25; Blyde, Dec. 9.

OVAL DUTCH WEST INDIA MAIL LEVE;
Por listben peris Cursean cod Paramaribo.

Prins Willem I Oct 20: Prins Macella Naturalis Naturalis Naturalis Naturalis (Prins Jer. Nederlanden, Nov. 17; Oranji Nanana, Dec. 1. BOYAL DETCH WEST INDIA WALL LIVE.

ROYAL DITCH WAS INTO Suppose No. For Bendudus and Dienegars Suppose No. 6 and Due 4: Connegary Oct 23 and No. 69; ROYAL DIFFE WEST INDIA MAY, LIVE SEC. Telefolded and Daramarline-Marchine, Oct 16. Nov. 13 and Dec. 11.

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AGENTS AT ALL FOREIGN PORTS

RUSSIAN EAST ASIATIC S. S. CO.: For Libra-Birms, Oct. 21; Lituaula, Nov. 11; Kursk

WEST COAST LINE: For Punta Arenas, Coro-nel. Valparaiso, Aniofagasta. Iquique, Arica. Mollendo, Callao, Elen, etc.—Melderskin, Nav.

From Philadelphia, Pa. *Al-LAN LINE: For 8t, John's, N. F., and Glas-gow-Preterian, Oct. 27; Mongollan, Nov. 11; Carthaghian, Nov. 23; *AMERICAN LINE: For Liverpool, Dominion, Oct. 21; Merlon, Oct. 28; Haverford, Nov. 11; Dominion, Nov. 25; Merlon, Dec. 2; Haverford, Inc. 16.

Joe, 16.
ATANTIC TRANSPORT LINE; For Harre and London-Marylind; Wt. 31; Minesouli, Nov. COSMOPHALTS, IMES; For Jellie-Stura, about Nov. 15 and Joe. 13.
Nov. 15 and Joe. 13.
Nov. 15 and Joe. 14.
Nov. 15 and Joe. 15.
Nov. 16 and Joe. 16.
Nov. 16 and Joe. 16.
Nov. 17 and Joe. 18.
Pillia Coker, vol. 18.
Armedia, ed. 25; Principal and Molliert. Nov. 1: Pallanca, Nov. 10.
Security, vol. 28.
Nov. 19.
Nov. 19.
Lance 19.
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Lance 19.
Parallel Mark. Nov. 11; Local Bollerts, Nov. 28.
Soweddyk, 16e. 12.
Parallel Line; For Genon and Apples—Ancount.

*ITALIA LINE; For Geood and Napues—Anconn, Nov. 1 and Dice. 6.
*PHILADELPHIA BETTER, LINE; For PHILADELPHIA Machine, Michor, alboth Det. 23; Marich, Merchant, about Nov. 4; Marich, Miller, Nov. 25; Marich, Marliner, Dice. 9.
*PHILADELPHIA-TRANSATIANTIC LINE; For London—East Polit, about Nov. 3; Eagle Polit, John Nov. 18; Fown Polit, John User. *RED STAR LINE: For Aniwerp-Menominee, ttd. 21: Maniton, Nov. 10; Marquette, Nov. 24;

Menominee, Dec. 8.

8CANDINAVIAN-AMERICAN LINE: For Christinnia and Copenhagen-Texas, about Nov. 5; Penasvivania, about Nov. 20; Arkansas, about Dec. 8. UNITED FRUIT CO.: For Port Antonio, Ja-malca Every Thursday, 10 a. m.

From Boston, Mass.

MAANA LINE: FOR HAVAN BOUND REASON BOUND BOUND BY BUILDING BOUND B 15 and Rec. 10. HGLLAND-AMERICA LINE: For Rotterdam Soestdyk, Oct. 21; Sloterdyk, Nov. 4; Roberts, Nov. 21; Soestdyk, Dec. 5. (Continued on page 38).

HIPS

TELEGRAMS to all the Principal Atlantic Liners

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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.-Continued from page 36. See notice at head of Page 35.

(Continued from page 36)

*LEVLAND LINE: For Liverpool—Winifredlan, Oct. 21: Devonlan, Oct. 28. LEVLAND LINE: For Magchester—Caledonlinn, Oct. 28: Derfan, Nov. 11; Caledonlan, Nov. 25. *HED 8TAR LINE: For Antwerp—Menonline; Oct. 19; Maniton, Nov. 2; Marquette, Nov. 16; Menomines, Nov. 30. Get. 19; Manifeu, Nov. 2; Marqueter, Nov. 20; Menomines, Nov. 30.

8CANDINAVIAN-AMBRICAN LINE: For Christiania and Copenhagen—Londsinna, about Oct. 23; a sturr, about Nov. 23.

CNITED FREIT CO.; For Port Antonio, Jamaica CNITED FREIT CO.; For Port Linuon—Every Decision of the Company of the Control of the Control of the Control of the Control of Control of the Control of Control of

Friday, b a. a., Wareness, the Lorenzos, Wareness Libe. For Liverpool.
Wareness and Genoa. Homanic and denoa, better, Capole, Nov. 14; Homanic, Nov. 24; Crede, 21; Capole, Nov. 14; Homanic, Nov. 24; Crede, Nov. 25; Crede, Nov. 26; Crede,

Dec. 9.

WHIFTE STAB LINE: For Liverprot-Zeeland, (ed. 22; Cymrle, Oct. 31; Arable, Nov. 7; Zeeland, Nov. 22; Arable, Ise, 3 Landson-Auglian, test 37; Lancastrian, Nov. 13; Pamplian, Nov. 23; Pamplian, Nov. 24; Pamplian, Nov. 24; Pamplian, Nov. 24; Pamplian, Nov. 24; Pamplian, Nov. 25; Pamplian, Nov. 26; Pamplian, N

From Baltimore, Md.
ATLANTIC PROIT & STEAMSHIP Co.: For
Port Autonic, Janualea—A stur., every Tues-

day
ATLANTIC TRANSPORT LINE: For Havre—
Montana, about tot. 20. a stur,, about Nov. 20.
ATLANTIC TRANSPORT LINE: For Landon—
Moddle, about Cet. 27; Philadelphian, about Nov. 16, DONALDSON LINE: For Glasgow-Indrant, about Nov. 2. FERNESS LINE: For Leith-Amana, about Oct. FIGURESS (APR): FOR Letter—Amana, about Oct. 25; Ampa, about Nov. 2; Pennine Range, about Nov. 20; a starr, about Dec. 10. *HAMDI RG-AMERICAN LINE; For Hamburg— Bulgarla, Oct. 28; Bethania, Nov. 10; Rosnia, Nov. 25.

Not. 25.
JDHNSTON LINK; For Liverpool—Templemore, about Det. 25; Veilamore, about Nov. II; Templemore, about Nov. 16; Templemore, about Nov. 25; Lord—Lord Landaeway, about Nov. 5; Lord—Lord Landaeway, about Nov. 26.
MI SNON LINK; For Colon—A sicemer about Missey N. 1882; Por Colon-A steamer about test 29 and Novel 5-. Bullet chain Testication of the Colon and the Colo

From Norfolk and Newport News, Va. CHESAPEAKE & OHIO S, S. CO., LTD. (VIrginia Line): For Liverpool—Montack Point, Oct. 15; Peruviana, about Nov. 15; For London—Cynthiana, about Nov. 10; Powhatan, about Nov. 20.

uen—synthiana, about Nov. 10; Powhatan, about Nov. 20. BUNALIBON LINE; For Glasgow, HAMRI REGAMERITAN LINE; For Hamburg— Armenia, Oct. 21; Pallauza, Nov. II. HOLLAND-AMERICA LINE; For Amsterdam and Rotterdam, NORWAV-MENICO UCLF LINE: For Havana, Photo Mexico and Veta Cruz.

From New Orleans, La.

ATLANTIC & MENUCAN GULF S. R. CO.: For Vera Cruz, Purrio Mexico, Minatilian and Pro-greso--First of each month. ALSTRO-AMERICANA: For Barcelona, Mar-sellies, Venice and Trieste--Hermine, about 0ct, 25; a stmr., about Nov. 10; Murianna, about Nov. 29. Nov. 20.
DEUKER'S CREGLE LINE: For Marsellies, Genea, etc.—Ceren, about tiet, 22; H Plemonte, about Nov. 17; Dorn Bailen, about Nov. 30.
BLI EFIELDS STEAMSHIP CD.; For Hucfields BLI RIDLID STEAMSHOP (I.), For Hinterley,
CHUPAGNIE G. FOR Hinterley,
CHUPAGNIE G. FOREALE TRANSATIAN,
THORE IS IN THE and Increases,
Higher Is G. FOREALE TRANSATIAN,
THORE IS G. FOREALE TRANSATIAN,
Asient New 7; Callergils, about New 28;
PIGCI-PINIALDS LANGE For theorie and BarHinterley G. Foreale G. Foreale G. Foreale
Hinterley G. Foreale G. Foreale
How about New 1; Centle Wifredo, about
New 15. Nov. 15.

GANS STEAMSHIP LINE: For flotterdam, Cop-cubaget and Antwerp Sturs, ldg. In Cet. an-

HAMDI RG-AMERICAN LINE; For Hamlung

HARRISON LINE: For Liverpool -Orntor, about

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Drawback Regulation of June 16, 1911, simplifies DRAWBACKS

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Ocl. 25; Custodian, about Nov. 5; Wanderer, about Nov. 10; Musician, about Nov. 20; Magician, about Nov. 25; Mechanician, about Nov.

23.

HEAD LINE: For Belfast and Dublin-Carrigan
Hend, about Nov. 10.

LA COTONIEBA LINE: Steamers idg. for Genoa
and Naples-See "Peirce-Cotuniera Liue." LA COTONIERA LINE: Steamers ids. for Genoa and Naples—See "Pelree-Gotoulera Line: LAMPORT & HOLT LINE: For Antwerp—Der-oushire, about Oct. 20; Chancer, about Oct. 30; Horace, about Nov. 10; Dettingen, about Nov.

LEVLAND LINE: For Manchester-Cuban, Oct.

LEVILAND LINE: For Manchesier-Cuban, Oct. 20; a sturn, about Nov. 15.

20; a sturn, about Nov. 15.

LEVILAND LINE: For Liverpool-Asian, Oct. 16; Astillian, Oct. 22; antiuntian, about Oct. 22; Etonian, about Nov. 5; Cesirian, about Nov. 15; Indian, about Nov. 20; Memphlan, about Nov. 20; Memphlan Nov. 25. LEVLAND LINE: For Bremen-Irlshman, about Oct. 28; a stur. about Nov. 20.
LEVLAND LINE: For Autwerp and Loudon-Oxonlan, 88but Nov. 10.
MACLAY-PRENTICE LINE: For Glasgow-Newlands, early Nov.
MONTES LINE: For Progress-Stenmer about every 8 days.

every 8 days,
MORGAN LINE; For Havana-Every Saturday,
NEW YORK & FORTH BIFO 8, 8, CB-1; For
Parta Riche-Puine, Get, 18; Maiston, Oct. 25;
Corozal, Nov. 1; Massipequa, Nov. 8; Ponce,
Nov. 15; Montion, Nov. 22; Corozal, Nov. 28
NOW MACAGE OLD FLINE; For Stavanger,
Clark-Line All Col. 15; LINE; For Stavanger,
Clark-Line All Col. 15; LINE; For Stavanger,

Christianiu, Gothenburg and Copenhage Texas, about Oct. 30; Noruega, about Nov. PEIRUE-COTONIERA LINE: For Harcelo Genon and Naples—Sleania, early Nov.; a sti

late Nov.

PINILIADS LINE: See "Felch Pinilion Line."

PRINEE LINE: For Brence-A sturr, about
ted. 33; Taidor Prince, about Nov. 12; a sturr,
about Nov. 28.

BOI TH ATLANTIC 8, 8, CO.; Steamers ldg. for
London and Hull.

TEAAS TRANSPIRET
LINE: For Copenhagen—

stur, early Nov. CNITED FRITT CO.: For Bellze, Ptc. Rarries and Pto. Cortex—Every Thursday, 11 a m. For Livingston—Every alternate Thursday. and Pto. Cortex-Every Thursday, 11 a.m. For Livingsion-Every alternate Thursday. UNITED FRUIT CO.: For Limon, Colon and Bocas del Toro-Every Natarday, 11 a.m., UNITED FRUIT CO.: For Pto. Barrios, Port Limon and Colon-Every Wednesday, 11 a.m. UNITED STEAMSHIP CO.: For Manzanillo, Matanzas and Clembergos—A ateamer 28th of

INITED STEAMSHIP CO.: For Santiago Cuba and Kingston-A steamer 11th of e

month.

VOGEMANN LINE: Steamers ldg, for Liverpool,
Rotterdam, Bordeaux, Cette and Algletx—
WOLVIN LINE: For Vera Cruz and Tampico—
Steamer about 5th, 15th and 39th of each

From Galveston, Texas.
ATLANTIC AND MENICAN GELF 8, 8, CO.:
For Vera Cruz, Puerto Mexico, Minutitiun and
Progress—Sixth of each month from Galveston or Fort Arillar,
ALSTRO-AMERICANA LINE: For Barcelona,
Voiles, Frieste and Flume.
HIGGHI LINE: For Liverpool—Steamer loading
CLASTEE ALNE: For Harve and Antwerp—Steamers, side, in Guideer and Nov.
CONTROL AND STANCE OF The Residence Genom London.

ers ldg. In October and Nov. UREDIE LINE: For Barcelona, Genoa, Leghern

GLANN LINE: For Liverpool— GULF TRANSPORT LINE: For Bremen-Steam

GULF TRANSPORT LINE: For Bremen-Steamers big, in tet, and No.

HAMMERGAMERICAN LINE; For Hamburg-Istria, inst half tet; Georgia, last half tet;
HARRISON LINE: For Liverpool-Steamers big in tet, and Nor.

HOUAN LINE; For Havre-Steamers big, in tet, and Nor.

Get, and Nov. LARBINAGA LINE: For Manchester-Steamers lilg in Hel. and Nov. LA UDTUNIERA LINE: Por Naples and Genon-LA COTONIERA LINK: For Naples and Genea-LORD LINE: For Retterdam-NEW YORK & PORTO BICO 8. S. CO.: For Porto Rico Berwind, about Oct. 19 and Nov. 17. From Port Arthur, about two days later. NORTH GERMAN LLOYD 8. S. CO.: For Bre-

NORWAY-MEXICO GFLF LINE: For Better dam, Stavanger, Christiania, Copenhagen and

Gille STATE AND STATE OF THE ST

INITED STEAMSHIP LINE: For Mataicas Maigneille and Cleningos-Steamer 1st of

WOLAIN LINE: For Tampleo, Vera Cruz and Puerto Mexico A stramer (from Texas Filly), about every 10 days.

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Egypt a Field For Our Manufactures

The possibilities of Egypt as a market for the sale of American manufactured goods were discussed by David R. Birch, American Consul at Alexandria, Egypt. The Consul pointed out that Egypt imports annually over \$117,000,000 worth of foreign merchandise, of which about \$70,000,000 is in manufactured goods, and that of the latter the United States contributes less than 1 per cent. The nations that do the bulk of this trade being England, France, Germany, Italy and Austria, in the order named. "Egypt manufactures practically nothing," he adds, "and must buy everything she needs from other nations. All kinds of machinery, tools, hardware, instruments and devices that man uses in his daily toil, all clothing for men, women and children, all building materials and house furnishings, everything, in fact, that is used and needed by the cosmopolitan population of which Egypt is composed is brought into the country from other parts of the world. It will be many years before Egypt even makes a pretense to make in the country the one-tenth part of the manufactured goods that now come into the country by every steamship, and I am only voicing the opinion of business men in Alexandria that once we succeed in establishing a market for many kinds of American-made articles that are not to-day to be found in Egypt, this trade will become a permanent and a profitable one."

Decline in Trade with New Zealand.

That American trade with New Zealand has been seriously diminished as a result of the preferential tariff of that country, which went into effect early in 1904, is shown by a comparison of the imports of certain goods during a period preceding and a period following the application of the Jaw. Statistics for 1904, the last year before the preferential surtaxes favoring British goods became effective, and 1910, covering the following articles: Bicycles and tricycles, boots and shoes (including rubber boots), candles, carriages, potted and preserved fish, furniture, cubinets and opholstery, empty glass bottles, hardware, hollow ware and ironmongery and nails show a great decline in American trade.

Portugal Plans to Build Navy

The Portuguese Government has decided to purchase a number of warships and a large amount of artillery. A proposal has been received from British capitalists for a loan of \$50,000,000, conditional, on an agreement that the proposed warships shall be built in England. The Government, nevertheless, will invite bids from French and German and possibly American constructors.

South African Railways Have Prosperous Year

The report of the general manager of the South African Railways for jop points out that South Africa produces almost every product necessary to its sustenance, although in insufficient quantities to render the country self-supporting. The railways open to traffic on December 31 last totaled 7041 miles, and the revenue increased by £18,900,00 as compared with 1090. Of this increase minerals, principally.coal, were responsible for £15,8000, and passengers for £310,000. Working expenditure increased by £89,000, and £25,000 was spent on improvements during the first seven months of the year.

Output of Rand Gold Mines Increasing

The output of the Transval gold mines during July exceeded all records, reaching the large total of 200,258 fine ounces, with a value of £3,012,738. In June the figures were 684,557 fine ounces and in July last year 68,6474 fine ounces. The following table gives the output of gold (in fine ounces)

 	653,147 642,591 640,995	902,416 597,765 604,987	617,744 614,877 660,643
	642,501	597,765	614.87

 		606,385	587.63
 ******			387,811
709,258			584,430
			674,977
		624,498	cu581.300
		607,161	565,530
		607,500	574,900
			541,930
 651,027	601,368	615,113	569.33
19t1.	1910.	1909.	1906
	1911. 6151.027 610.828 6774.065 667.724 685,951 684,567 709,228	19t1. 1910. 651.027 601,368 610.838 672,022 674,065 672,022 677,109 667,714 619,045 685,591 634,170 684,567 625,181 769,258 638,714 640,269	1911. 1910. 1900. 1901. 1901. 1901. 1901. 1901. 1901. 1901. 1901

Immense Tonnage of One Line in New York Harbor

The greatest tonnage ever in New York harbor at one time belonging to a single steamship line was that of the North German Lloyd on October 12, when the line had 10,500 registered tons in the harbor. This tonnage was made up of six passenger steamships—the "George Washington," 2700 tons; the "Kronprimessin Cecilie," 20,000 tons; the "Rarborsss," 17,000 tons; the "Barborsss," 17,000 and the "Rhiein," 9,000 tons. Another record broken by this line at the same time was the great number of passengers, landed (4,833), and the number of occan steamships arriving within twenty-four hours.

China-Mongolia Railway Plans Completed

The Chinese Government has definitely decided to construct a railway between Klaglan and the City of Urga, expital of Outer Mongolia, to be completed within three years. Kalgan is now connected with Peking by a railway, 124 miles in length. The Kalgan-Urga line is considered a far more important one than the Chinchow-Aigun recently proposed. The construction of this line has been talked of for many years past, but the project was never carried out because of the lack of the necessary funds. In view of the recent developments of the relations between China and Russia, however, the Chinese military authorities have concluded that this railway is badly needed for the preserving of Mongolia to China. Engineers of the Department of Posts and Telegraphs estimate the cost of construction at about \$30,000,000, and it has been decided to begin work at onc.

May Acquire Russian Tool Plant

Directors of the Chicago Pneumatic Tool Company have been asked to approve a plan for the acquisition of a controlling interest in the St. Petersburg Pneumatic Tool Company of Russia, which is capitalized at \$500,000. The Chicago company already owns both an English and a German company.

Hawaii to Make Extensive Harbor Improvements.

It is announced that the new harbor board which has been elected in Hawaii propises to expend about \$350,000 on harbor improvements at Honolulu, about \$200,000 at Hilo, and other sums in other parts of the territory for port extensions.

of

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lb. barrels: 100- and 50-lb. kegs: 25-lb. kits: 121/2-lb. kits (4 to a crate); 6-lb. kits (6 to a crate); 1-lb. cartons (24 to a case)

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(Subject to Change.)

NOTE.—The lines are arranged alphabetically under the port of departure. This enables subscribers to the seventh (1911) edition of the "Exporters' Encyclopaedia" to ascertain quickly the proposed sailings of all lines, except where the agents could furnish no advance information.

CAUTION .- The sailing dates given below, although compiled with extreme care, should be considered as merely approximate, except for the regular Trans-Atlantic passenger lines. The publishers, however, assume no responsibility as to the accuracy of the information.

PROM NEW YORK.

AMERICAN A FRICAN S. S. LINE: Por Cape
Town, Algoa Bay, East London, Port Natal,
Delagon, Eay, Heira and Manritus, Kasenga,
Nov. 25: Gordon Castle. Jan. 10.

Ringapore and Manila-Indradeo, Nov. 20. A

Ringapore and Manila-Indradeo, Nov. 20. A

halia, arc. 10. atherana.

A. A. TRO-MREHAN S. S. CO., LTD.: For Naples, Patras, Ventev and Trieste-Arcentia, Nov. 22. Mertin Washington, Dec. 9. Control, Nov. 22. Mertin Washington, Dec. 9. Control, 10. Mer. 1

BARRER LINE: For Monterideo, Brenos Ayres and dosario-Storstad, Nov. 28; Plar de Lardinga, Dec. 10.

BARRER LINE: For Havre and Dunkirk—Trabboch, Nov. 24; a steamer, Dec. 15.

BHOOTH LINE: For Para and Manaos—Christopher, Dec. 5; Pancras, Dec. 15; Clement, Jan. 5; Denis, Jan. 15.

phier, Dec. 5; Pancras, Dec. 15; Clement, Jan. 5; Beolis, Jan. 15. BOOTH LINE; For Para, Maranham, Cerea and Parnshyba-Dunston, Nov. 25; Basil, Dec. 25; Dominic, Jan. 25. BRISTOL CITY LINE; For Swansea and Bris-

Dec. 28.
COMPAUNIE GENERALE TRANSATLANTIOFFE: For Bordeaux and Dunkirk-Hudson,
Ibec. 2: St. Laurent, Dec. 30.
*COMPANIA TRANSATLANTICA: For Havan,
Vern Cruz, Puerfo Mesico—A steamer Dec. 12.

Vern Cruz, Pherio Mencue-a and Jan. 1. com Jan. 1. Rarcelona-Montevideo, Dec. 5; a steamer, Jan.

NARD LINE; For Liverpool—Manretania, Nov. 22: Lusitania, Nov. 29: Campanta, Dec. 6; Carmania, Dec. 13: Matretania, Dec. 16; Lusitania, Dec. 27: Campania, Jan. 3; Mauretania,

Jan. 10.

«CUNARD LINE: For Gibraltar, Naples, Firme and Trieste—Caronia, Nov. 18; Ivernia, Nov. 30; Pameohia Dec. 16; Caronia, Jan. 6, ELDER DEMPSTER LINE: For Canary Islanda and West Coast Africa Ports—Brillish Monarch, Nov. 30.

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*FABRE LINE: For Marsellies—Venezia, Nov. 17; Germania, Nov. 25; Sant Anna, Dec. 2; Roma, Dec. 2; Nov. 18; Nov. 19; Venezia, Jan. 4; Germania, Jan. 15. Steamers Venezia, Madonna and Roma call at Lisbon also.

**MABURGAMERICAN LINE: For Hamburg
-- Pres. Grant, Nov. 15; Amerika, Nov. 21;
Mořike, Nov. 25; Pennsylvania, Dec. 2; Parica,
Dec. 2; K. A. Victoris, Dec. 12; Pres. Lincola,
Dec. 21; Pres. Grant, Dec. 28; Amerika, Jan. 6.

*MAMBURG-AMERICAN LINE: For Gibraltar, Naples and Genon-Cheinpath Dec. 7: Hamburg Jan. 4.

HAMBURG-AMERICAN LINE (Atlas Service):
For langua, Hayti and Colombia—Allemannia,
Nov. 30 and Dec. 28; Albingia, Dec. 14 and Jan.

11. HABBURG-AMERICAN LINE (Allse Service): For Inagua, Kingston, Colon and Colombia-For Inagua, Kingston, Colon and Colombia-Prims Bitle Friedrich, Dec. b and Jan. 29; Prims Bitle Friedrich, Dec. b and Jan. 6. HAMBURG-AMERICAN LINE (Allas Services): For Inagua, Ilayti, Kingston and Port Limon-Saraia, Nov. 25 and Dec. 25; Sibiria, Dec. 9 and Jan. 6.

Jan. 6.

HAMBURG-AMERICAN LINE (Atlas Service):
For Santiago, Kingston, Colon and Port Limon
-Prins Aug. Withelm, Dec. 2 and 30; Prins
Joschim, Dec. 16 and Jan. 13; Prins Joschim
also calls at Bocan del Toro.

also calls at Bocas del Toro.

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CO.: For Pernambneo, Ria de Janiero, Santos,
Peranagna and Rio Granda do Sui-Nassovis,
Dec. 2: Heitgunde, Jan. 10.

HANSA LINE: For Cape Town, Algon Bay, East London, Port Natal and Delagon Bay—A ateam-er, Jan. —.

er, Jan. —.

BANSA LINE: For Port Said, Bombsy, Tuticorin, Colombo, Madras, Coconada and Calcutta
—-Adamsturn, Nov. 30, Drackenfees, Dec. 18.

BANSA LINE: For Batavia, Samarang and
Socrabaya—-Kybfeis, Nov. 30.

*HELLENIC TRANSATLANTIC LINE: Ptracus, Smyrns and Constantinopic—Ther tocles, Dec. 11; Athinai, early Jan.

Holland America Line: For Rotterdam-Rotterdam, Nov. 21: Ryndam, Nov. 28; Soest-dyke, Dec. 5; New Amsterdam, Dec. 12; Noor-dam, Dec. 19; Rotterdam, Dec. 23.

dyke, Dec. 3: New Annerdam, Dec. 11: NoosHOUSTON LINE: For Cape Trues, Algoe Ray,
Boat Lorsion, Park Natal and Dislace HayBoat Lorsion, Park Natal and Dislace HayBoat Lorsion, Park Natal and Dislace HayBOUSTON LINE: For San Dislace HayBOUSTON LINE: For San June, Pace and
Arres, La Fista and Houst-Tuenne, Nov. 25;
INSILAE LINE: For Naples and GenomAND LANGE TO THE CONTROL OF THE CAPE OF T

**J.LUND ITALIANO FOR Naples and Geometrial Translation of the Naples and N

and late Dec.

"NAVIGAZIONE GENERALE ITALIANA: For
Naptes and Genes—Duca d'Aosta, Nov. 25;
Duca Degli Abruszi, Dec. 9; Duca d'Aosta, Dec.

PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.-Continued from page 35-See notice at head of Page 35.

NEW YORK & CUBA MAIL STRAMSHIP CO.: For Havana-Saratoga, Nov. 15; Esperanza, Nov. 23; Havana, Nov. 25; Morro Caslle, Nov. 29; Saratoga, Dec. 2; Monterey, Dec. 7; Havana, Dec. 9; Mexico, Dec. 14; Saratoga, Dec. 16; Esperanza, Dec. 21; Havana, Dec. 23; Morro Castle, Dec. 25; Saratoga, Dec. 30

Cadito, Dec. 29; Karatona, Dec. 20.

NEW YORK & CHIN MAIL SPRANMHIF CO., For Progress and Vera Crust—Mexico, Nov. 16; For Progress and Vera Crust—Mexico, Nov. 16; For Progress and Vera Crust—Mexico, Dec. 21; Morro Castle, Dec. 21; Morro Alphanol, Dec. 21; Morro Alphanol, Dec. 21; Morro Castle, Dec. 22; Morro Castle, Dec. 23; Morro Castle, Dec

signey, ibec, 105, Aultha, ibec, 22; Shattago, 1 bec, 182; Shattago, 1 bec, 1 bec

18: Koosil a haeet, 1962.; Iterlina, Incent. Nor.

18: Koosil a haeet, 1962.; Iterlina, Incent. Nor.

18: Jan. 29: Nor. 1962. Her Morter of the Market Nor.

18: Jan. 29: Nor. 19. Mark: Por Colora and Rosarto-Iberta, Nov. 15: Sauta Rosalta,

Nov. 29: Itahi, 1962. — a. Mark: Por ColoraAllianes, Nor. 21: Colon, Dec. 1; Advance, Doc. 1; Pannan, Doc. 10: Advance, Doc. 1; Pannan, Doc. 20: Colora,

19: PHOEN IS, 1962. — a Antwerp—Mehlgan, Nor.

22: Mashattan, Doc. 5: Georgian, Dec. 23: October PHOEN IS, Market, 1962. — a Sauta Market

A steamer Dec. —.

QUERIC STRAMSHIP CO.; For Bermuda—Barmudia, Nov. 23; Dec. 2. 13 and 23.

Level and Windward Islands and Demerra.—Korona, Nov. 25; Gniana, Dec. 12; Parina, Dec. 23; Korona, Jan. LiNE; For Hallfax and RI Johns —Stephane, Nov. 18; Florisci, Nov. 25, and a alcamer about every seven to ten days there-

atonice about every neves to two services and REP 'D' INE, For La Gavara, Curceo and Maracalbo-Julia, Nov. 29 and Dec. 27; Maracalbo-Julia, Nov. 29 and Dec. 27; Maracalbo-Julia, Nov. 29 and Jan. 31; Philadel REP 'D' INE, For And Jan. 31; Philadel Carlotte, Carlotte,

Cabello-Carrens, Dec. 6 and Jan. 5; Philadel-Carrens, Dec. 6 and Jan. 5; Philadel-Carrens, Dec. 10; Philadel-Carrens, Ph

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UNITED STATES & AUSTRALASIA S. S. C. For Fremantie, Adelaide, Melbourne, Sydney

For Yvennatic Adelaide Melhourie, Sydney, Brishauer A steumer Der. Diffrig Franke, a steumer Austral, Alana 8, 8c. DNITED STATES, a AUSTRALMAN 8, 8c. DNITED STATES, a STEER AND STATES, and I shame—individualis, 19c. 19c. DNITED TYPES LINE; Per Melbourie, STATES, and STATES,

inite, Melbourne, Sydney and Brisbase—In-bury, late Nov. *URANIEM STEAMSHIP CO. (auccessors North-West Transport Line): For Botterda Volturno, Nov. 23; Campanetto, Dec. 7; Ursain

Valutyen, Nov. 23: Campanello, Dec. 7; Uran WEST (OAST, INEF: Por Partial Arenas, Go. ed., Valurenio, Antofagata, Jouingt, 20; a steamer late live. Programmer of the programm

From Philadelphia, Pa.

*ALLAN LINE: For St. John's, N. F., and 6;
gow-Carthaginian, Nov. 24; Pretorian, b
S. Mongolian, Dec. 22;

**MERICAN LINE: For Liverpool—Domino
Nov. 25; Merion, Dec. 2; Haverford, Dec. 1
Dominion, Dec. 30. *AMERICAN

Nov. 25; Merion, Dec. 2; Haver
Dominion, Dec. 20,

ATLANTIC TRANSPORT LINE: For Have a

London-Minnesota, Nov. 20; Minnesota, D

Surr_ab

COSMOPOLITAN LINE: For Leith-Simr. abs

CONSOPOLITAN LINK; For Lettle-Star. 24

**MARK EGG, MERKER CAN LINK; FOR Hamber Pretoria, Nov. 13; Pallanas, Nov. 13; Pallanas, Nov. 15; Pallanas, Pallanas, Nov. 15; Pallanas, Nov. 15;

From Boston, Mass.

ALIAN LINE: For Glasgow-Scotian, Dr.
Numidian, Dest.
Yunnidian, Dest.
Y

A CONTROL OF THE CONT

(Continued on Page 38).

*Steamers are equipped with the Marconi Wireless System-see page 37.

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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.-Continued from page 36-See notice at head of Page 35.

(Continued from name 36)

*WHITE STAR LINE: For Liverpool-Georgia, Nov. 23; Arabic, Dec. 5. WILSON'S & FURNES-LEYLAND LINE: For Loudon-Cambrian, Nov. 24. WILSON LINE: For Hull-Francisco, Nov. 18: Mareugo, about Dec. 9: Buffaio, about Dec. 30.

From Baltimore, Md.
ATLANTIC FRUIT & STEAMSHIP CO.: For
Port Autonio, Jamaica—A atmr., every Mouday. ATLANTIC TRANSPORT LINE: For Havre-Philadelphia, about Nov. 16; Montana. Dec. 15. ATLANTIC TRANSPORT LINE: For Loudou-Mackinaw, about Dec. 1; Georgian, about Dec.

DONALDSON LINE: For Glasgow-Giandev about Dec. 5; Iudrani, about Inc. 12. FURNESS LINE: For Letth-Pennina Ras about Nov. 20; Cleveland Range, about Dec. Amana, about Dec. 25. Glandevou.

Ambana, Roott Dec. 25.

**HAMBURG-AMERICAN LINE: For Hamburg—
Bosuia, Dec. 2: Batavia, about Dec. 12: Bulgaria, about Dec. 23: Bethaula, about Jau. 6.

**JOHNSTON LINE: For Liverpool—Ulatermore,
about Nov. 25: Templemore, about Dec. 9: Vedamore, about Dec. 23.

LORD LINE: For Cardiff, Dubliu and Belfast— Lord Dufferin, Nov. 18; Belfast, about Dec. 24; Lord Iveagh, about Dec. 30. MUNSON LINE: For Colon-A ateamer about Dec. 15. NEPTUNE LINE: For Rotterdam—Andyk, about Nov. 25; Nippon, about Nov. 29; King Edgar, Dec. 9; Gorredyk, Dec. 16; a atmr., Dec. 23, Amsteldyk, Dec. 30.

NORTH GERMAN LLOYD: For Bremen-Neckar, Nov. 15: Bresiau, Nov. 22; Rheiu, Nov. 29; Wil-lehad, Dec. 13; Chemnitz, Dec. 20; Neckar, Nov. 10 lehad.

RED STAR LINE: For Antwerp-Philadelphia. Nov. 16; Mackinaw, Dec. 1; Georgian, about Dec. 15. SCANDINAVIAN-AMERICAN LINE: For Chris-tiania and Copenhagen—Pennaytvania, about tlania aud Copenhagen—Peunaytvania, about Dec. 18. UNITED FRUIT CO.: For Port Antonio, Jamaica —A ateamer every Weduceday, 10 a. m.

From Norfolk and Newport News, CHRSAPEARE & OBIO S. S. Co., LTD. (Virgina Line): For Liverpool-Peruviana, abont Nov. 17; Boltrians, about Dec. 25; North Point, about Jan. 11. For London-Powhatan, about Nov. 25; Alieghany, about Dec. 10; Montauk Point, about Jan. 18.

DONALDSON LINE: For Gissgow. HAMBURG-AMERICAN LINE: For Hamburg-Brisgavia, about Dec. 6. HOLLAND-AMERICA LINE: For Amsterdam and Rotterdam-Amsteidyk, Nov. 18; Audyk, about Nov. 29.

NORWAY-MEXICO GULF LINE: For Havana, Puerto Mexico and Vara Cruz-

From New Orleans, La.

ATLANTIC & MEXICAN GULF S. S. CO.: For Vera Crus, Puerto Mexico, Minatitian and Pro-greso-First of each mouth, AUSTRO-AMERICANA: For Barcelona, Mar-aelliea, Venice and Trieste-Marianna, about Nov. 28; Ireue, about Dec. 8; Maria, about Dec. 20.

BECKER'S CEROLE LINE: For Marcellies, Genoa, etc.—Doz Balles, about Nov. 28', An-20', Citta di Palermo, about Jan.; BLUEFIELDS STEAMSHIP CO.: For Bluefields —Every Thursday.

—Every Thorsday.

CONPAGNIE GENERALE TRANSATLANTIQUE: For Harre and Bordenux—Texas, Nov.
17; Florida, about Nov. 25; Californie, about
Nov. 25; a atmr. about Dec. 15; a stmr. about
Dec. 30.

Dec. 30.

POLOR-FINILLOS LINE: For Oporte and Barcelona—Balmes, about Nov. 28; Martin Sceuz, about Dec. 5; a strm: late Dec.

GANS STEAMSHIP LINE: For Rotterdam, Bremen and Antwerp—Sturs. 10g. in Nov. and

HAMBURG-AMERICAN LINE: For Hamburg-Trafalgar, late Nov.; Riverdale, early Dec.; Bermuda, late Dec.

HARRISON LINE: For Liverpool—Civilian, Nov. 18; Collegian, Nov. 25; Mechanician, about Dec. 5; Wayfarer, about Dec. 10; Commodore, Dec. 18; Craftaman, Dec. 25; Wanderer, Dec. 30. HEAD LINE: For Pelfast and Dublin-Torr Head, about Nov. 28; Glenarm Head, about Head, about Nov. 28; Gledarm bleau, accorded in the control of the DRAWBACKS

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*Steamers are equipped with the Marconi Wireless System-see page 37.

LEYLAND LINE: For Manchester-A stmr., about Dec. 10. LEYLAND LINE: For Autwerp-Tampican, about Dec. 15.

LEYLAND LINE: For Liverpool—Canadian, Nov. 18; Victorian, Nov. 30; Belgiau, Dec. 5; Meltouiau, Dec. 10; Iudian, Dec. 15; Alexandrian, Dec. 20; a stmr., Dec. 28.

LEYLAND LINE: For Bremen-Irishman, about Nov. 20; Tampican, about Dec. 15. LEYLAND LINE: For Loudon-Kingstonian. MACLAY-PRENTICE LINE: For Glasgow-Meadowfields late Dec.

MONTES LINE: For Progreso-Steamer about every 8 days.

MOBGAN LINE: For Havaus-Every Saturday. NEW YORK & PORTO RICO S. S. CO.: For Porto Rico—Isabella. Nov. 18: Montoso, Nov. 25; San Juan, Dec. 2; Ponce, Dec. 9; Isabella, Dec. 16.

Dec. 18.

NORW AV-MEXICO GULG LINE: For Stavauger. Christiania, Gothenburg and Copenhagen.—Northead Copenhagen.—Northead Copenhagen.—Northead Copenhagen.—Northead Copenhagen.

PRINCE LINE: See "Fole Pinilios Line."
PRINCE LINE: For Breases—Tudor Prince, about Nov. 20; a stars., Dec. 5. Biske Prince, about Nov. 20; a stars., Dec. 5. Diske Prince.

SOUTH ATLANTIC S. S. CO.: For London—An-ineus, about Dec. S; a stmr., about Dec. 20. TEXAS TRANSPORT LINE: For Copenhagen— UNITED FRUIT CO.: For Beline, Pto. Barrios and Pto. Cortez-Every Thursday, 11 a. m. For Livingstou-Every alternate Thursday.

UNITED FRUIT CO.: For Colon and Bocas del Toro-Every Saturday, 11 a. m. UNITED FRUIT CO.: For Pto. Barrios, Port Limon and Colon-Every Wednesday, 11 a. m.

UNITED STEAMSHIP CO.: For Mauzanillo Matanzas and Clenfurgos-A steamer 28th o UNITED STEAMSHIP CO.: For Santiago de Caba and Kingston-A steamer 11th of each month.

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CASTLE LINE: For Liverpail.

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CHEGLE LINE: For Barcelona, Genca, Leghorn and Napies—il Piemoute, about Nov. 23.

GLYNN LINE: For Liverpool-

GLIN LINE; FOR LAVEPPOOL—
GULF TRANSPORT LINE; FOR Bremeu—
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Den of Muins, late Nov.; Sicilia, late Nov.
Kilosea, about Dec. 15; Taptou, about Dec. 31
HARRISON LINE; For Liverpool—Steamers Idg in Nov. and Dec. BOGAN LINE: For Havre—Steamers ldg. in Nov. and Dec.

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about Nov. 22; Asuncion Le Larringa, about

Nov. 30.

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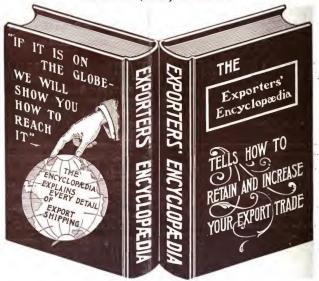
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ISSUED IN CONNECTION WITH THE EXPORTERS' ENCYCLOPÆDIA

DECEMBER, 1911

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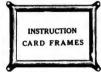


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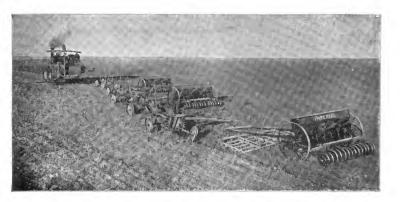
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Kingston (Jamalca)Lv.	Frt.	**	12	**	286	9.0	9	40	23
t('olon	Sup.	**	14		28	44	11	81	2.7
Colon Lv.	Tues.	+4	14	84	20	0.0	13	99 60	27
CartagenaLv.	Wed.	**	17		31	- 04	14	40	25.25.25.25.25.25.25.25.25.25.25.25.25.2
Savanitla (P'to Cutombia). Lv.		**	18	Feb.	ì	- 00	15	**	25
Trinidad (Tobago via	Tues	- 00	23	**	6	44	20	Mch	
Barbados	Wed	- 00	24	**	7	64	21	10	- 4
St. Michaels (Azores) Lv.	Thurs	Feb.	1		15	91	253	8.0	11
Cherbourg or Southampton.Arr.	Mon.	40	5	91	19	Mch.	4		18

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SOUTHAMPTON and Cherbourg. Lv.		_	Jnn.	5		_	Jan.	19
	Dec.	28		_	Jan.	11		_
La Rochella (Pattice) Lv.	64	31		_	94	14		_
CorunaLv.	Jan.	1		-	- 01	13	64	21
VigoLv.	61	2	44	7		16	6.0	21
Leixoes (Oporto)Lv.	44	13		_		141	60	1212
JabonLv.	41	-3	41	N	- 00	17	99	315153
MadelraLv.		-	**	10			**	23
Rt. Vincent (C. de V.)	94	8	64	13	**	22		-
Pernambuco	84	13	**	1%		-	Feb.	2
lablaLv.	94	11	44	274		-	0.0	3
Rio de JanetroLv.	14	17	**	22	99	30	44	6
intosLv.	14	18	- 44	23		_	++	7
Monte VideoLv.	**	21	49	26)	Feb.	3	44	10
Buenoa Aires		-	41	27		_	**	11
* Steamers from Liverpool proceed	to the	follo	wing p	orts	after	teavir	g Bue	n

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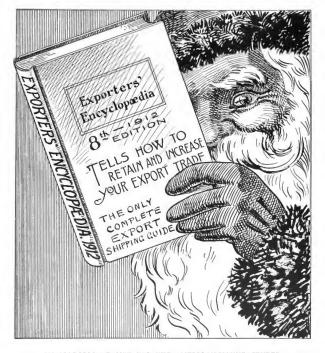




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DECEMBER 15, 1911.

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CHARLES PIGOTT . . . President and Treasurer HAROLD H. GALLISON Screetary

NEW YORK, DECEMBER 15, 1911

WANTS FREE PANAMA CANAL

THE Spanish article in this issue, gives for the benefit of our Latin-American readers, the views of the Honorable John Barrett, director of the Pan-American Union, on the benefits to be derived from a free Panama Canal for the ships of all nations. A free canal would undoubtedly be of greater benefit to the countries of Latin-America than to any other part of the world, but it is doubtful whether it would be a good thing for the American manufacturer who sells his goods in those countries, to give the European manufacturer such a decided advantage in a market tital togically belongs to us.

Should the Panama Canal be made free for all nations, we should demand as a "quid pro quo" that the Suez Canal be likewise made free. This could be done by England, which owns most of the stock, and who would also reap the greatest benefit. The markets of the East, west of China, are nearer the Eastern seaboard of the United States via Suez than via Panama.

OUR EFFICIENT CONSULAR SERVICE

N OT a small part of the credit for our increasing exports should be given to our Consular service, which is now maintained at a stage of efficiency second to none. Nearly 16,000 communications from business men, relating to opportunities for trade in foreign countries, sent in by our Consuls, were answered during eleven months this year by the Consular Bureau in Washington, and these undoubtedly led to business for our manufacturers and merchants.

The Consular service is now run largely on a merit basis, the former practice of appointing "henchmen" to consular posts for services performed being almost done away with. Congress could, if it wanted to, do away with what still remains of the "spois" system in relation to the Consular service, and thus obviate unnecessary changes, and even dismissals, of competent men when there is a change of administration.

OUR BANNER EXPORT YEAR

T HERE is little doubt that American exports for the calendar year will reach the enormous sum of \$2,000,000,000, which is a gain of \$200,000,000 over 1910. This increase in exports was participated in by foodstiffs, cotton, manufacturers' raw materials, manufactures for further use in manufacturing and finished manufactures, the last named group showing an increase of \$84,000,000.

While this shows that the American manufacturer is waking up to the value of export trade, it must not be lost sight of that a much smaller proportion of our exports than those of Great Britian are of manufactured goods. Four-fifths of all British exports consist of articles wholly or partially manufactured, while less than two-thirds of our own can be so described. It would seem, however, that in the iron and steel group of manufactured articles the exports of which are expected to amount to \$250,000,000 for 1911, we shall soon lead the world, as we are overhanding our leading competitor, Great Britain, very rapidly.

MAY HURT OUR RUSSIAN TRADE

T HE proposed abrogation of the Russian treaty, which has been brought about chiefly through the efforts of politicians seeking the Jewish vote, will probably be followed by retaliatory measures, such as increased duties on American goods imported into Russia, and as most of the goods we sell to Russia can be bought elsewhere, our export business with that country will suffer.

For the fiscal year ending June 30, 1911, our exports to Russia were valued at \$24,70,40, consisting chiefly of agricultural implements and machinery, and unmanufactured cotton and steel, while our imports from there amounted to only \$12,20,3462 in value, showing that Russia is a better customer of ours than most people think.

It is unfortunate that our growing business with Russia should be jeopardized over a question which has little to do with the majority of our citizens, and about which the rest of the world believes we have taken a standpoint of unwarranted interference with the internal government of a friendly nation.

INVALUABLE AID TO EXPORTERS

D ON'T fail to order the eighth (1912) edition of
the Exporters' Encyclopaedia, as, after this
issue of the Review, there will be no further "corrections" issued for previous editions. The slightest
mistake in making an export shipment is liable to be
costly and you can practically insure against such mistakes by having the latest edition of the Encyclopaedia at hand. See page 9 of this issue.

The American Manufacturer's View of Export Trade

(Continued from November issue)

The following article by The Hancrabic William C. Incidebt, Member of Coggress. were let the form of a speech at the dimore of the American Manageneries Experimental inc., held at the Hotel Astron New York, on Sup. 26, 1911. The matters treated of in this article are of each vital importance to the American manageneries. The ware published it in full, in the contract of the American Homelecture, that we have guideded it in full, in the contract of the American Hower Company, which solid is a practical export man, being twe-president of the American Hower Company, which solid is machinery in all parts of the world, largely through Mr. Reddelit's personnel efforts.



ERMAN and English manufacturers find at their coast line shipping companies eager to facilitate the commerce of those lands. Do we? All the way from Hong Kong, by way of India, to New York I saw not one American flag on a ship. One vessel bear-

ing our flag had been in Calcutta within a year. I saw a neat merchant steamer carrying the flag of Sarawak, a principality in Borneo, and three good merchant steamers carrying the flag

of Greece, but none of ours. This theme has been discussed in public heretofore as if it were a matter for our shipbuilders or our shipowners chiefly to consider, or as if our sailors were most in interest, but this is not so. There is no worker in any factory throughout our broad land that is not a sufferer by the absence of our own merchant ships, and manufacturers are daily losers by it. Consider what the position of a city like St. Louis would be if all the railroad lines entering it, and every steamboat line upon the river also, were not only owned in Chicago but were deliberately operated in the special and peculiar interest of Chicago. and with the purpose of developing the trade of Chicago at the expense of all others. How long think you would the business

men of St. Louis prosper under that pressure? But this is practically what American manufacturers encounter at our seaboard. Their goods there go, with rare exceptions, into the hands of shipping lines whose chief interest it is to develop the commerce of their own nations. They are glad to get, of course, the business flowing from our shores, and in a degree must so far cater to it as not to lose it, but throughout the preference is given, and must be given, in their connections and in their management, to those who are our competitors, and who are their compatriots. If it can be realized that all Americans, manufacturers and farmers alike, who seek export trade are constantly handicapped by having to ship their goods through the hands of our commercial autagonists, we shall be more disposed to cut short the delay in doing something serious to restore our merchant marine. We have advocated subsidy, we have advocated differential duties, and we have advocated differential duties, and we have advocated these ships, but in this great practical America no men have yet arisen commanding enough to say on this vital theme: "Get

together, cut out the trivial issues, forget prejudices and passion and party; let us have a conference of all concerned, pledged to some result before it adjourns" Cannot personal and special interest be put aside and the demand for something creative come up from every factory in our land so strongly that we shall all know what the owners and the workers in all our mills are coming to. know that they are the real sufferers, and that this handicap upon our industries must cease. I have no panacea to offer, no one cure to propose as final, but this one thing I do propose to do, viz., to support every measure so long as it be righteous that even looks toward re-establishing our merchant marine. It may not be a perfect measure: it may be a very partial measure, but what-

ever it is, if it looks that



J. K. BUDGERS, Salea Manager, Fabrikold Works, (Du Pont de Nemours Powder Co., Owners).
First Vice-President of the American Manufacturers'
Expert Association,

way and is clean, I am for it. For we have to set offtoo long one man's "kicks" against the other's prejudice and, rather than please someone, we have all fallen into the ditch. It is time to get something done. Let us frankly as manufacturers face certain facts.

An attitude that we are able to compete with foreign manufacturers on their own ground, while unable to compete with them on our ground, cannot long be maintained. The day of special privilege for you or me is passing away, not to return. The day of selfhelp, of standing on our own feet, of facing fearlessly the world in open competition with it, is dawning. It may not come abruptly; it should not so come, and it may come with certain painful processes in its readjustments. But coming it is, inevitably. And when it comes, our readjustments need not be made at the expense of the workers we employ, nor to our loss either, if we are wise and careful. Already men have begun to learn that to reduce wages induces waste and that such a course is at best a costly and crude process. You and I must learn that efficiency means three things that always go together and cannot be separated, viz.; the increase in our output and its improved quality; the increase in what we pay our workers: and because of these, the decrease both in the direct and indirect cost of what we make. We are the most efficient people in the world, yet are but beginning to be efficient. We have got to learn to utilize the brains of our workers as we utilize their hands. The best plants anticipate and avoid waste as far as may be by designing, making, protecting and operating their machinery in accord with the laws of its being. When we treat our men this way, use the best there is in each of mind and hand, fitted carefully to the work he best can do, and doing it after careful instruction with the best appliances under the conditions that meet his manhood (mental and physical) best, then we shall save human waste and reach a quality and quantity of product that will free us from all doubts of our power to nicet on equal terms the men of any land. So long as we look first at the wage rate and the past or present cost, instead of at the product rate and the possible cost, we shall all be cowards. He who would export must first be fearless. then patient, and backed by fearless patience, by continued self-criticism and intelligent knowledge and a broad spirit, the most doubtful of us will come to know the fact that American manufacturers are peers to, or superiors of, any in the world and able, if and when they choose, to meet them fearlessly in the commercial arena of the world.

I intended to end here, but there are conditions in our public affairs that seem to call for a word more to my readers. The day is passing away when in this land any man or group or corporation can say, in effeet, to any of their fellows, "All that you have is mine if I can get it." The day is passing when an employer ean say to his men, "All you have of brain and body and soul is mine at the least return if I can get it." Profits are eeasing to be the sole and supreme law, men doubt the righteousness of a high dividend rate from a factory that does not pay an average wage sufficient for a decent living. Men feel that there are limits to the arbitrary buying of labor at the lowest cost that poverty exacts. There are those who say that for a manufacturer to say his costs are high because his labor is inefficient is to condemn himself. These and similar things are in the air.

Together with this is the cry against the great

combinations, arising from popular wrath at profits thought to be unrighteously exacted, or from the unjust destroying of small competitors. Yet we must have large masses of capital in our industries and under strong control, for to produce cheaply we must produce largely. The day of small production has gone, too. But such large grouping of capital must no longer be upon the old basis but on a new one which seeks the efficiency of the worker without overstraining him, and while rewarding him well. There must come a new spirt which looks more at the man and less at the payroll, which conserves the man as one of its primary thoughts, which does not regard a shut-down as a reasonable way of handling a great plant that was meant for production. There must be a change in our philosophy of labor. We must learn the difference between cheapness and economy. We may think well to crowd our machinery to its limit and serap it in a few years because a new invention shall have then replaced it, but we must learn not to crowd men that way, for we cannot scrap men. The man can grow, the machine cannot, and we must be sufficiently scientific in our management to avail ourselves of the growth of the man. We must be intolerant of inefficient labor by teaching it and by paying it sufficient to stimulate it into efficiency, but this nust not be done as a driver would drive slaves, but as a leader would lead men.

There is distrust in the public mind of our great industries because men feel that they have exploited the men who do their work and the people who buy their products, and this distrust must be removed by a facing about of our captains of industry till they shall take pride in paying high wages, till threats of economy by cutting payrolls shall be considered disgraceful, till the men in the mill shall be as the producing factor, one of chief concern. I say these things must come, and in so far as they have come, in the places where they have arrived there is more today of industrial peace and plenty and profit than in the darker corners of our factories. We must find a way to combine the living and expending wage with the grouping of capital and the growing of product so that the human forces contained within these lines shall work together. Too much of our criticism is merely tearing down. Let us begin to build, and one of the first steps in this re-building, for it is no less, of our industrial structure will be to ask ourselves sincerely and searchingly the question I have hitherto suggested: "Where are we wrong," and to answer that question fearlessly even though it may require our putting aside the prejudice and the practice of the past. When this shall be done, our exports which, large as they are, are perhaps less than 5 per cent. of our total commerce, will so expand that, since the markets of the world are steadier far than the markets of any one; country can be, our factories will run full time filled with well paid and happy people to the profit of their owners and to the public weal."

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Foreign Commerce in 1911 Reaches \$2,000,000,000

The foreign commerce of the United States in the year about to end will show an increase of over \$\$\$0,000,000 when compared with the immediately preceding year and a larger total than in any earlier year of our commerce. Imports, while falling below those of 1910 in the earlier mouths, have in the closing period of the year shown a marked increase, indicating that the total for the year will differ but little from that of 1910, which made the highest record in the history of the import trade. Exports are larger than in any earlier year, and manufactures exported also made their highest record. reaching approximately \$1,000,000,000 in the calendar year 1911. The approximate total for the year, based upon ten months' record already compiled, are: Exports, over \$2,000,000,000; imports, \$1,500,000,000, of which over on-half entered free of duty.

Considering the great groups of articles, the noteworthy changes are, in the case of imports, a falling off in manufacturers' raw materials and in finished manufactures; in the case of exports, a general increase participated in by all the important groups, foodstuffs, manufactures and manufacturers' materials. Comparing the ten months' movements in the years named, imports of crude foodstuffs increased from \$118,000,000 in 1910 to \$145,000,000 in 1911, while foodstuffs, partly or wholly manufactured, decreased from \$169,000,000 to \$151,000,000; manufacturers' raw materials, from \$452,000,000 to \$422,000,000; manufactures for further use in manufacturing increased slightly, from \$237,000,000 to \$242,000,000, and finished manufactures decreased from \$110,000,000 to \$294,000,000. Exports, on the other hand, advanced in the case of crude foodstuffs from \$70,000,000 to \$05,000,000; foodstuffs, partly or wholly manufactured, from \$203,000,000 to \$247,000,000; manufacturers' raw materials, from \$437,000,000 to \$491,000,000; manufactures for further use in manufacturing from \$234,000,000 to \$267,000,-000, and finished manufactures, from \$447,000,000 to \$531,000,000.

Cotton is still the Lading article of export, its total for the year, over \$500,000,000, exceeding the combined value of the two great classes next in rank, iron and steel manufactures, about \$250,000.000, and meat and dairy products, \$160,000,000. The exports of cotton in ten months aggregated 2,945,000,000 pounds, valued at \$171,000,000, the largest value in the history of American commerce, and but slightly less in quantity than the high record total of 3,052,000,000 pounds exported in the ten months of 1905. Iron and steel also made a new high record in the ten months of 1911-\$206,000,000, against \$164,000,000 last year. Substantial increases also occur in other leading articles, and the complete year will probably record a total export of over \$125,000,000 worth of breadstuffs, over \$100,000,000 of mineral oil, nearly \$100,000,000 of copper, \$40,000,000 of cotton manufactures, \$35,000,000 of agricultural implements, about \$35,000,-000 of cars and carriages and \$25,000,000 of chemicals and medicines.

Alcohol May Be Carried on Passenger Steamers

The Department of Commerce & Labor has decided that "Commercial alcohol, including grain, wond and denatured, is not a like explosive burning fluid or a like dangerous article to the several articles enumerated in the statute, covering the carriage of such articles by passenger steamers, and hence its carriage as freight or use as stores on passenger steamers is not prohibited by Section 427.0 of the Revised Statutes."

Ocean Freight Rates Show Upward Tendency

Economy in home consumption is having its usual effect of sending abroad large quantities of the great commodities, cotton, grain and steel. This year's cutton crop excess of 2,000,000 bales will, it is believed, be disposed of mostly abroad. As a consequence the steamhip lines are at present clogged with freight and rates are up all around. The demand is so much in excess of available cargo room that freight of all kinds is being stacked up on the piers and left behind for forwarding by the steamers following. As the home demand for structural iron and steel has slackened in building and railway construction the foreign markets have been sought in order to keep olarity tunning.

All this has come at a time when tonnage is in demand all over the world. Stramship lines that were formerly able to charter extra tonnage cannot do it owing to the scarcity of vessels and the high price asked for their use. There is a tendency to increased freight rates all around. The labor trombles abroad, resulting in increased wages and cost of operation, were given by the shipowners as a reason for raising occan rates, but trade conditions on this side have combined to enable the eastward rates to rise independently. Some commodities show an advance of too per cent. on last year. Inquiries for cargo space are met by the answer that there is no room to any port till the end of January. The cargo capacity of the transatlantic lines is said to be engaged well into the spring.

Marconi Company After Pacific Lines

Among the Eastern concerns seeking a footing on the Pacific in anticipation of the increased business that will follow the opening of the Panama Canal is the Marcont Wireless Telegraph Company. Until now this feld has been covered by the Massies and the United companies. The Marconi Co, is said to have made contracts already with the Union Steamship Company of New Zealand, which operates between San Francisco and the Antipodes.

Good Outlook for American Automobiles

According to reports, if the export business of the Mitchell-Lewis Motor Company is any criterion of the general conditions governing the exportations of American cars the United States is not losing prestige in the world-wise distribution of automobiles. Over \$1,000,000 in export orders, it is stated, have been taken, and there is scarcely a civilized country that has not absorbed some Mitchell cars. At the recent auto show in Berlin Prince Henry of Prussia took especial netice of the Mitchell exhibit, and in a conversation with Henry Plow, director of European and British business for the Mitchell company, stated that he was much pleased to see the exhibit and expressed the loope that American business in the German countries might prosper. It seems to be a fact that American-made motor cars of the medium-priced class are beyond competition; foreign manufacturers do not seem to know how to produce in quantities.

Removal of Well Known Forwarding Concern

The well known forwarding concern of Eytinge & Co., successors to Alfred H. Post & Co., Inc., removed last month from 24 Whitehall street, New York, to the Centennial Building, 116 Broad street.

SOUTH AND CENTRAL AMERICA, ETC.

Invites Tenders for Port Improvements

Tenders will be opened on April 18, 1912, at the offices of the "Ministerio da Viação v Obras Publicas, "Rio de Janeirofor the carrying out of extensive harbor works at Paranaguá. State of Paran. This work will include the construction of wharves, warehouses and administration buildings, dock railway lines, and a reinforced concrete bridge, and also the carrying out of paving operations and kindred works. The cost of the work is estimated at 4,731,724 milreis (about \$1,575,00). A deposit of 5,000 milreis is required to quality any tender, and this amount will have to be doubled by the successful tenderer on the award of the contract. It would be necessary for foreign contractors to have a duly qualified agent in Brazil possessing full powers for carrying on the enterprise. Local representation is necessary for tenderers.

To Connect Yucatan Railways with Main Lines

Amendments to the concession for the Veracruz, Tabasco and Campeche railway have been approved, and work is to be resumed on the construction of the line shortly. The railway, which will be known as the National South-Eastern Railway of Mexico, will connect the United Railways of Yucatan with the central antional lines, and will complete a continuous trunk line from El Paso and Laredo, in the northern part of Mexico, to Merida, in Yucatan. It is proposed to push the work forward as rapidly as possible, with a view to the completion of the line within six years. The cost of construction is estimated at between thirty and forty million persos (\$15,000,000 to \$20,000,000). Branches are proposed from Puerto Mexico (Coatzacoalcos) to Xucapan, and from Tacotalpa to San Juan Bautista.

Increase of American Exports to Chile

The United States has been making substantial gains in its commercial relations with Chile. Exceptionally large have been the exports from the United States in mineral products, such as steel bars, rock, plates, structural shapes, angles, etc., while in oils, coal, etc., the greater gains were in kerosene, paints, oils and crude petroleum for fuel. The imports of American machinery into Chile show a substantial gain, while England and Germany show a decrease.

Illinois Manufacturers to Make Trip to Panama

The Illinois Manufacturers' Association has arranged with the Hamburg-American Line for a ship to earry its members from New Orleans to Havana and Panama, Jan. 18, and the "Fuerst Bismarck' has been assigned for the journey. The trip of the manufacturers is a special one, and there is no intention on the part of the Hamburg-American Line to inaugurate a regular service at this time out of New Orleans.

It is thought that some of the members will proceed from Panama to ports in Ecuador, Peru and Chile, crossing the Andes to Buenos Aires, and come back by way of the East Coast, for the purpose of investigating trade opportunities in South America.

Insurance Risks on Shipments for Argentina

The marine underwriters attending the recent meeting of the International Association of Underwriters, held at Paria, discussed at considerable length the evils of the extension of the shore overage of cargoes to La Piata and ultimately a resolution was adopted by all countries excluding all risks in the River Plate on the arrival of the cargo in eastons houses, warehouse, etc., or ten days after the landing of the insured goods on the quayside. The new clause for insertion in contracts is as follows: "The risk under this policy shall cease upon arrival at any shed (transit or otherwise), totoe, custom house, or warehouse, or upon the expiry of ten days subsequent to landing, whichever may first occar."

Will Cause Demand for Cotton Machinery

After six months spent in the United States studying the cotton industry from the seed to piece goods, Dr. Emillo Castello, of the Department of Agriculture in the State of Sao Paulo, Brazil, left New York recently for home. He spent four months in the cotton-producing States and was for one month in Washington, D. C., studying the various Government bureass where cottom is a subject of inquiry or information. Dr. Castello goes back with a great wealth of ideas he has obtained here, and takes with him sample American machines used in the production and manufacture of cotton and cotton by-products here. Many of these ideas and machines will be adopted in his country and he has made arrangements with manufacturers of machines in the United States for supplying them.

Large Mexican Dredging Contract Awarded

A contract involving approximately \$3,500,000 has been signed by the North American Dredging Company of Galveston and the department of public works and communications of Mexico for the dredging of the harbor at Frontera, Mexico, the building of jettles and other work that may be necessary for opening the harbor to ocean-going vessels. By the terms of the contract the dredging company must begin work within six months, and two years is allowed them in which to complete the improvements.

Largest Boat in South American Trade

The Arlanza, the largest and best equipped liner in the Royal Mail Steam Packet Company's feet, and the biggest ever built for the South American trade, was launched early this month at Belfast. She is nearly 600 feet long, by 65 feet beam, and will be about 15,000 tons gross. She is a triple-screw vessel, and will have a combination of reciprocating and turbine engines. To meet the demands of the frozen and chilled meat trade, the Arlanza will be fitted with extansive refrigerating machinery.

Tenders Called for Bolivian Railways

The Bolivian Government will shortly call for tenders for the construction of a railroad 108 miles in length from Quiaca in Argentina to Tarija, Bolivia. The Government will guarantee interest at the rate of five per cent.

Libre Canal de Panama, para todas las Naciones

El Exmo. Sr. Don John Barrett, Director de la Union Pan-Americana representando los lalerceses de las Republican Hispano-Americanas, sollcita del Congreso que acercie desde abora el libre tráfico del Canal, aseguranto así su compieto y permasente estiv como nuera via para el Comercio del Mundo.



, los Estados Unidos desean obtener los mayores benéficios posibles para su comercio extrangero por la via de l'anama, deben desde luego decretar que la via interoceanica será tan libre para el comercio del Mundo, como lo son ahora los dos Oceanos que ha de unir.

La unica valida razon que se puede alegar para el cobro de portazgos es, primero; cubrir los gastos de

operacion y mantenimiendo y los interescs sobre los capitales que se han invertido en la colosal obra; y en segundas, proteger las vias ferreas transcontinentales contra la competencia que pudiera hacerles el canal libre, Asi pues si las ventajas que pudieren resúltar han de ser beneficiosas y compensativas con el canal libre, libre debe de ser. El aumento del comercio de los Estados Unidos con canal libre, será tantas veces mas de lo que seria con un canal con portagos, que en el primer año, dicho aumento seria equivalente a los portazgos &c de cinco años, mientras que en los primeros diez años, los beneficios que se derivarian del canal libre, serian mas que suficientes para cubrir deble del costo de su construccion o cincuenta veces cl de operarlo anual-

mente. Las bases sobre que se

fijarán los portazgos, serán, el costo de operarlo y mantenerlo y los intereses sobre el capital que en la obra se habrá invertido. Segun el presupuesto oficial, el costo de operar y mantener se calcula en \$1,000.000.000 al año, mientras que los intereses, sobre el supuesto costo de \$4,000.000.000.00 aun al bajo premio de 3%, montarán a \$12,000.000.00. Claro es pues que los portazgos deberán producir por lo menos \$15,000.000 al año.

Segun la mas conservativa opinion de los expertos comerciales, el trafico anual o mejor dicho en el año de 1915, deberá ser de unos 10.000.000. de toneladas, de ló que se deduce, que cada buque tendrá que pagar \$1.50 por toneda cada vez que pase por esa, via. Calculando un promedio de 3.000 toneladas por buque, cada unó tendría que pagar \$4.500 por \$ase, y este gasto extra por fuerza tendría que cobrarse junto con los fletes, aumentando los valores de las mercancias y por lo tanto sería el consumidor quien lo pagase.

Ademas, hay que considerar que esta contribucion de \$4.500.00 sobre un buque de 3000 toneladas. seria una gran carga para aquellos vapores de poca velocidad, tan numerosos hoy, en los cuales el portazgo equivaldria al sueldo del Capitan y toda la tripulacion en todo el viage, y la totalidad de iguales contribuciones cada vez que pasase durante el curso de un año. podria muy bien esceder la utilidad que naturalmente se esperaria del capital invertido en esos buques en cuyas condiciones el trafico por la via del canal, seria enteramente prohivitivo para los buques de esa natura-

Por contra, si consideramos el canal libre y recurrimos a los mismos expertos, nos dirán que con canal libre el movimiento de mercancias productos de los Estado Unidos en un solo año,

habria de ser de \$75,000,000,000 mas de lo que seria con canal con portargos, o sea igual a lo que montarian los dichos portazgos en cinco años. A este paso auu sin tomar en cuenta el aumento natural y logico tendriamos que el aumento en embarques de mercancias productos de los Estados Unidos seria nada menos que de \$750,000,000,000. Basandonos en esto cabe aqui el preguntar, si es posible que los Estados Unidos van a despreciar la oportunidad de aumentar (Costianas a la pagine 22)



EL EXMO. SR. DON JOHN BARBETT, Director de la Union Pan-Americana.

Correction Notes for the "Exporters' Encyclopaedia."

DECEMBER, 1911.

To Users of the "Exporters' Encyclopaedia"

Unless the Encyclopædia is kept up to date and is accurate it is of little value; in fact, incorrect information is worse than none at all. These pages (19 to 21) are so arranged that they may be withdrawn from the Review without injury to the book, and handed to the Shipping Department.

The "correction notes" herewith apply only to the seventh (1911) edition. - See notice to subscribers on opposite page.

EXPORTERS' ENCYCLOPAEDIA CO., ** BROAD STREET, NEW YORK.

Correction No. 1, December, 1911 BRAZIL (page 236). CONSULAR CHARGES.

The charge of \$1.10 on each set of bills of lading is now made by ALL lines.

> Correction No. 1, December, 1911 BRAZIL (page 239). Route 4.

The consular fee of \$1.10 on each set of bills of lading is now collected on ALL steamers.

The minimum bill of lading for all direct ports is \$6.10, including \$1.10 consular fee, which is now collected on ALL steamers.

> Correction No. 1, December, 1911 CHILE (page 269). Route 7.

The American-Hawaiian S.S. Co. no longer accepts freight for ports in Chile.

Note-Route 7 should be crossed out at ports given on page 262.

> Correction No. 1, December, 1511 COLOMBIA (page 295). Route 4.

The American-Hawaiian S.S. Co. no longer accepts freight for ports in Colombia.

Note.-Route 4 should be crossed out at ports given on page 289.

> Correction No. 1. December, 1911 DENMARK (pages 328 to 331).

Routes 1, 2, 3 and 6. The minimum bill of lading by above-mentioned

Routes is now \$5.20 for Copenhagen, and \$0.30 for other ports.

Correction No. 1, December, 1911 ECUADOR (page 355). Route 5.

The American-Hawaiian S.S. Co. no longer accepts freight for ports in Ecuador.

Note .- Route 5 should be crossed out at ports given on page 350.

> Correction No. 1, December, 1911 GERMANY (pages 394 to 401). Routes 1, 2, 4, 7 and 11.

The minimum bill of lading for Stettin by the above-mentioned Routes is now \$5.20; for other Baltic ports, \$9.30.

> orrection No. 1, December, 1911 NICARAGUA (page 550).

The Consul of Nicaragna is now Mr. J. Solorzano Diaz.

A recent decree, issued by the President of Nicaragua, allows the importation duty free of raw materials for soap making, books, newspapers and other publications, and a reduction of 25 per cent, in import duties on many articles of food, drugs, leathers, textiles, stationery, etc., when accompanied by a certificate showing that the goods are the product of the United States. The list of articles is too lengthy for publication herewith, but we will be pleased to send the complete list to subscribers interested.

> Correction No. 1, December, 1911 NORWAY (pages 560 to 562). Routes 1, 2, 3 and 4.

The minimum bill of lading by above-mentioned Routes is now \$5.20 for Christiania and \$9.30 for other ports.

Correction Notes for the "Exporters' Encyclopaedia."

December, 1911.

Important Notice to Subscribers

There will be no further "corrections" issued for the 1911 Exporters' Encyclopsedia, as all subscriptions for 1911 expire with this issue of the Exporters' Review. Send in your subscription at once for the 1912 edition, which will be ready for delivery about January 15, 1912. Subscription price \$5.00, including monthly corrections and the Exporters' Review for the full year. Don't delay! Send in your order now!! One mistake in making an export shipment will cost you more than the price of the new book. For particulars, see page 9.

NICARAGUA (page 556).

Route 7.

This service is now operated from New Orleans and through bills of lading can be obtained from the Southern Pacific Co., 366 Broadway—see Route 1 for particulars as to bills of lading, etc.

PANAMA (page 566),

The Panama Consulate has removed to the 8th floor of the Bowling Green Building, 11 Broadway.

PERU (page 599). Route 7.

The American-Hawaiian S.S. Co. no longer accepts freight for ports in Peru,

Note—Route 7 should be crossed out at ports given on page 591.

Correction No. 1, December, 1981 RUSSIA (pages 664 to 666). Routes 2, 3, 4 and 5.

The minimum bill of lading by above-mentioned Routes is now \$9,30.

SWEDEN (pages 699 to 701).

Routes 1, 2, 3 and 4.

The minimum bill of lading by above-mentioned Routes is now \$0.30.

INCREASED SERVICE OF UNITED FRUIT CO.

Commencing January 6, 1912, the United Fruit Co, will have sailings every Thursday and Saturday for Kingston and Colon, and every Saturday for Boctadel Toro and Port Limon, Costa Rica. Changes should be made in the Encyclopaedia on the following pages:

Chile—page 270.
Colombia—page 296.
Costa Rica—page 305.
Ecuador—page 356.
Guatemala—page 431.
Honduras—page 457.

Jamaica—page 494. Mexico—page 537. Nicaragua—page 556. Panama—page 573. Peru—page 600. Salvador—page 677.

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(Continua de la puglua 20).

su comercio en diez años \$750.000.000.00, para ahorrarse el pago de \$75.000.000.00 en cinco años de mantenimiento y gastos del canal?

La apropiación anual de \$3,000,000,000 para mantener el Canal en Enerficio de sus propios interesse, es verdaderamente muy insignificante en un presupuesto anual de 1,000,000,000,000 para la manutención del Gobierno, pero una contribución de \$15,000,000,000 sobre buques y touclage si será carga bien pesada sobre cl-tráfico, y además resultará en peridá al Comercio de los Estados Unidos, de mas de \$75-000,000,000 muales.

No debemos olvidar que los Estados Unidos no están construyendo el Canal con el objeto de ganar con su trafico, hay que confesar que lo contruye buscando beneficios comerciales y estrategicos; comerciales, para abrir una via mas corta para el trafico mercantil entre lugares en uno y otro oceano, 1 Atlantico y Pacifico; estrategico, con el obgeto de poder proteger sus costas con su Marina, caso de ser amenazadas, por naciones extrangeras. Los portazgos afectan materialmente la faz comercial por poco que parescan influir en la estratéstica; mas en realidad si son de importancia, porque todas las naciones en concierto defenderian un canal libre y conderan a cualquiera de ellas que dejase de respetar su nentralidad, mientras que por el otro punto de vista, los Estados Unidos se relevarian del gran gasto de forticarlo y defenderlo con su egercito y marina,

Un canal libre, ademay de aumentar el comercio de los Estados Unidos en diez años tanto como cincuenta veces el costo de manutencion y operacion produciria aun otros resultados. Evitaria por completo la posibilidad de monopopolio en el tráfico interoceanico. Incitará a los dueños, fabricantes y fletadores en todo el mundo, a fabricar y mantener embarcaciones propias para ese tráfico. Mantendrá los fletes entre las dos costas de los Estados Unidos a un mínimo, mientras que desarroyará un enorme trafico entre los Puertos situados en el Golfo v Atlantico, con los del Pacifico, particularmente, los de California, Oregon y Washington. Mejorará enormemente las posibilidades del tráfico comercial entre los Estados Unidos y las doce Republicas Hispano Americanas enyas costas en el Pacifico, tienen una extension de más de 8.000 millas desde Mexico hasta Chilia

Atraerá a los puertos de la Estados Unidos y las Republicas Latinas, buques de todas nacionalidades, además de incitar a aquellos a fabricar y mantener los de sus propias banderas, dando asi incremento a su prosperidad y será la inaguración de un movimiento comercial entre los puertos del Atlantico y del Golfo, con los de Ásia y Australia, que ahora es solo posible por la via de Suez.

Animará a las hemanas Republicas a construir sus propias marinas haciendoles ver que el canal es tanto para su beneficio como para el de los Estados Unidos. Será el unico factor influente para desviar mucho del tráfico que ahora pasa por Suez y que pertenece a l'anamá y tambien el que de otro modo nunca pasaria por Panamá en preferencia a Suez. Eliminará por completo la cuestion de discriminaciones en los tratados comerciales entre las naciones y los Estados Unidos, reteniendo las ventajas que gozan los buques americanos en el tráfico intercostal y mas aun, desde su principio se hará notar la diferencia entre un canal con gran tráfico y grandes ventajas para el comercio americano y un canal somnolente y . con poco tráfico dando lugar a descontento en todo el pais, por el poco beneficio que le trae la obra que les ha costado \$400.000.000.00.

Respecto de los Ferro_carriles, el argumento de que un canal libre, les ha de perjudicar, es erroneo. Es tan ridiculo como lo fué en tiempos pasados decir que no podrian sobrevivir la competencia del trafico por los rios, lagos y estuarios. Tan ridículo como el decir hoy que los ferro-carriles entre New-York y Boston, New-York v New Orleans, San Francisco v Seattle, San Francisco, Pittsburgh, St. Louis y Detroit, no pueden operar con ventaja, con motivo del tráfico por las aguas intermedias. A esto debemos agregar el enorme crecimiento en poblacion que se ha de ver en el Oeste Central y la prosperidad en las costas del Pacifico. Los l'erro-carriles transcontinentales en vez de oponer deberian abogar por el libre canal, si es que algo vale lo que nos enseña la evolucion economica y la historia y tendencias de condiciones que influyen en la transportacion. En diez años despues de haberse abierto el canal, libre, se admirarán de su ceguedad en oponerse y se regocigarán con la nueva prosperidad y nueva poblacion resultantes del canal, libre.

La circumstancia de que los dos oceanos, no se hayan unido ántes en Pauamá, es un accidente de la creacion y el Coronel Goethals, apoyado por los Estados Unidos, está ahora haciendo lo que aparentemente se olividó en la creacion. Si entonces se hubiera hecho, la ruta seria tan libre a las embaraciones de la naciones como los oceanos que unirá. Podrán pues, los Estados Unidos al completar la obra de la naturaleza, quitar el impedimento físico y en su lugar levantar otro al comercio, con los portazgos, cuando toda la naturaleza parece haber hecho provision para que los buques cruzasen libremente por todos los mates?

Que el Congreso declare el Canal libre, y veremos que la celebración de su apertura será el principal suceso en la historia del Comercio y que en ella participarán no solo los Estados Unidos sino todas las naciones comerciales. Phone, 660 Broad

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EUROPE-GREAT BRITAIN AND THE CONTINENT

Cunard Line Strengthens Mediterranean Service

The amalgamation of the Cunard and Anchor lines, which has been recently brought about, gives the two lines a fleet of nearly 400,000 tons. Both lines have recently boilt and are building additional vessels and the combination cannot fail to increase the influence of the service both companies are carrying on. The affiliation of the Mediterranean services will conduce to the advantage of both, as the Anchor has a fortingituly service to India, via the Suez Canal, and this will give further connections with New York. Although both the Cunard and Anchor lines have a large emigrant trade from the Mediterranean to New York, the countries touched are different, the Cunard Line serving Austrian-Hungarian ports, while the Anchor Line takes in ports on the Wert Coast of Italy. The Anchor Line fleet amounts to 124,352 tons as against the 269.255 tons of the Cunard Line.

Russian Railways Need Rolling Stock

To meet the requirements of the State Railways in 1912, the Russian Minister of Ways of Communication intends to order 51 passenger locomotives; 42 first class, 73 first and second class, 142 second class, 142 state class, 73 first and second class, 142 second class, 142 state class, and other rolling stock. Although the foregoing requirements will doubtless be executed by Russian firms, nevertheless the carrying out of the contracts may necessitate the purchase of some accessories out of Russia.

Americans May Build Austrian Electric Railway

Capitalists of Cleveland, Chicago and Detroit, it is reported, are negotiating with the Austrian-Hungarian Government for the construction of an electric railway line from Vienna to Budapesth to cost \$30.000,000.

Alonzo M. Snyder, attorney, of Cleveland, is representing the American interests concerned, but declines, at present, to give any details of the enterprise-

England to Manufacture Automatic Telephones

An English company has recently been formed to manufacture automatic telephonic apparatus on the system used by the Automatic Electric Company of Chicago. The company looks forward to the system being adopted by the British post office in the near fature. It is doubtful, however, whether any immediate change will be made by the postal authorities, as developments are certain to be very slow.

Holland-America Line Getting Ready for Canal.

The Netherlands-American Steam Navigation Company (Itolland-America Line) has given orders for the construc-tion of two freight steamers of 10,000 tons each, for service between Rotterdam, Haavana and a leading port on the east coast of Mexico. The vessels are to be completed in thirteen months. The name of the Mexican port is expected to be announced shortly. It is believed that this is a forerunner of the Itolland-America Line's announced intention to establish lines from Furope to ports on the West Coast of South, Central and North America upon the opening of the Panama Canal.

Articles Which Bulgaria Must Import.

There is no doubt that various classes of American goods, if sold on credit, their qualities and prices being clearly stated in terms comprehensible to the native buyer, would find a ready sale in Bulgaria. Amongst these may be mentioned:—
Bedateads, sewing machines, oil and benzine engines, iron and nester tubers, and the stated, crueibles, nadi-making machiner, to man drubber tubers, barbed wire, wire netting, ploughs and minor agricultural machinery, threshing machines, stonebreakers, automobiles, wood-working machinery, the humber of the state of the sta

Russia to Spend Money on Port Improvements

The Russian Government's official "Gazette" states that the estimates of the Ministry of Commerce and Industry for 1912, which have been laid before the State Duma, include a proposal for improving the chief increantile ports during the conting year. In particular it is intended to widen and improve the commercial port of St. Petersburg, to construct a grain harbor at the port of Odesa, to extend and improve the port of Libaa, to deepen the approaches to the port of Nikolaieff and to improve the port at Riga.

Big Demand for Motorcycles in England England is now in the midst of a 'boom' in motor cycles

which strikingly resembles, on a smaller scale, the cycle boom of the early nineties. Manufactures of machines with a requiration are full up with orders, and cannot guarantee delivery before next spring or early summer. This should give an opportunity to American manufacturers, whose business is none too good in the winter months, to dispose of their surplus stocks and also get in on a good marker for future business.

Low Rate for Cable Messages to London

The French Cable Company has announced that it will acper deferred cable messages to and from London at five cents per word, and that a similar arrangement will be made for deferred cable messages to and from Paris as soon as authority is secured from the French governmental authorities.

Rotterdam Forwarders Open Office Here.

Mr. Hugo Walther, who has recently opened offices at 32 Broadway, New York, as an export and import forwarder, under the title of Walther & Company, has had fifteen years' experience with large forwarding companies in Europe, five years of which were spent in Holland, with a well-known house whose Rotterdam basiness was purchased by the new concern recently. Mr. Walther will represent his concern in New York, while Mr. Van Loo will be in charge of the Rotterdam office. Mr. C. S. Grant, the manager of the New York office, is well known in New York shipping circles, having been connected for a good many years with a large forwarding concern.

A S I A INCLUDING EAST INDIES. ETC.

Loan for Straits Settlements Improvements

The Singapore Municipal Commissioners are floating a loan of \$1,000,000 for the following works: Victoria bridge. \$100,000; electrical installation, \$200,000; gas works—new purifiers and house, washer, meter, and governors, \$5,000; new markets and centensions, \$90,000; Pearl's Hill Teersoris, \$80,000; new micinerators, \$15,000; quarantic camp, \$5,000; salt water system for street watering and flushing, \$100,000; reforming town drains, \$50,000; new pumping main to Pearl's Hill, \$100,000.

The following are among the items of ordinary expenditure in 1912: Fire alarms, \$7,500; motor tender for fire brigade, \$7,500; weighbridge, etc., \$30,000; new water meters, \$15,000; motor lorries for collection of refuse, \$30,000.

China a Growing Market for Kerosene

The trade in kerosene oil in China has during the last few years assumed commons proportions, the total import for the year 1910 amounting to 160,000.000 gallons. The business is practically divided between the Standard Oil Co. Of New York and the Asiatic Petroleum Co., whose agents and representatives are to be found all over China. The ristary between the two companies has developed into a rate war, which probably accounts for the fact that, although the quantity imported in 1910 was 15,670,000 gallons in excess of 1900, there was a considerable drop in the values recorded.

Heavy Shipments of Cotton to China and Japan

Unusually heavy shipments of cotton to China and Japan from the Pacific Coast are now being made, the official figures for the second week in December shwwing exports of some zocoo bales divided between Port Townsend, Wash. and San Francisco, Cal. Officials of the Great Northern Secamship Company are quoted as a saying that accorso bales of cotton are being assembled for shipment across the Pacific. These enormous shipments will require seven vessels for transportation, and no little trouble is being experienced in securing the necessary freight room.

Figures compiled by the cotton men of the various railroads indicate that over 100,000 bales of cotton will be shipped from Texas this year to Japan and other countries beyond the Pacific.

In the past Japan and other Oriental countries secured their cotton from India. The Indian cotton, however, is not to be compared with the American cotton and the manufacturers of the Far East realize that, in order to keep up to the pace that civilization has set for them, it is necessary to make their goods out of the best staple that is grown, regardless of the fact that it is necessary to go halfway around the globe to secure it.

Americans Reject Turkey's Railroad Plan

The American syndicate has withdrawn its guarantee deposit of \$100,000 from the Ortoman Bank at Constantinople dahas intimated that it will not accept the Government's scheme for railway construction in its present torm. The syndicate objects particularly to the stipulation for a normal instead of a narrow gauge road.

Harbor Improvements Decided on for Macassar

The scheme for enlarging the harbor of Macasan. Dutch East Indies, which has been so long in abeyance, has now been settled, and I the contract awarded to a Dutch firm. The work will include the construction of a quay wall nearly 600 yards long. A minimum depth of about 34 feet of water will be guaranteed at all seasons. In addition to this a harbor, having 130 yards of wharf and 29 feet of water, will also be built for the use of proas (native boats), together with three bridges. A warehouse covering a space of 720 square yards will also be erected. The cost of the whole undertaking is put at \$3,000,000. When this work is completed there will be a considerable increase in the harbor dues. The increased trade of Macassar with the United States has resulted in the establishment of a direct line between New York and that port, known as the Hansa Line and German-Australian Line (jointly).

Direct Shipments from Galveston to Japan

During the next thirty days there will be two direct salings to Japan from Galveston, the British stemer "Swanley" about the last of December and the "Saziuma" about Jan. to Both vessels will carry cotton for Yokohama and Kohe, going via Suer Canal. The last direct steamer from Galveston was depaached in December, 1007, and carried to Kohe 6.x00 bales, to Yokohama 2000 bales and to Moji 1,800 bales of cetton. The "Swanley" will load a part cargo of phosphate at Tampa and will then take on about 10000 bales of cetton at Galveston. The cotton for three shipments will be selected with great care, both as to size and seight of the laste, and will be of the best quality only. Galveston has enjoyed but little of the cotton business to the Orient because of the great distance, but with the opening of the Panama Canal it is understood that direct lines to Japan and China will be established.

American Logging Machinery for Formosa

A contract for \$500,000 worth of logging and sawmill machinery, be used in the first lumbering plant to be built performous, has recently been awarded by the Japanese Government to the Allis-Chalmers Co. of Milwaukee. The legan and sawmill equipment will be used by the Government in its first attempt to open up the lumber resources of Formous.

'To Establish Banks Throughout Philippines

An organization to forward the development of the Philippine Islands is being formed by a number of wealthy and influential natives in Manila. The first step in the scheme will be the establishing of banks in every important town.

Japanese International Exposition Abandoned

The action of the Japanese cabinet in abandoning the projected international exposition, which was to have been held at Tokio in 1917, will result in the discontinuance of the American Exposition Commission, of which Francis Loomis of Ohio was the head. The commission was appointed before the Japanese exposition had been postponed from 1013 to 1917 and began a very active campaign to secure an adequate representation of American products at Tokio.

A F R I C A CAIRO TO THE CAPE

Large Cargo for West African Ports

The steamer British Monarch, which sailed early this mouth from New York, was the sixth sailing on the recently established direct line to the West Coast of Africa, which is operated jointly by the Hamburg-American Line and the Elder-Demoster Line. The British Monarch, which has 6,500 tons d. w. capacity, was loaded by Daniel Bacon, agent of the Elder-Dempster Line. and carried almost a full cargo, consisting of case oil, lumber, flour, provisions, tobacco, cotton goods, hardware, organs and pianos, vehicles, leather goods, agricultural and mining machinery and implements, etc. She will call at twenty-four ports. commencing at Teneriffe and finishing up at Swakopmund and Luderitzbucht, in German Southwest Africa, within a few hundred miles of Cape Town. At the last few ports she will start to take on a return cargo of mahogany logs, palm oil and other native products, completing at Swakopmund with ore. The round trip will take about three months. The next direct steamer will be despatched by the Hamburg-American Line. sailing about January 30, to be followed by an Elder-Dempster boat about March 30.

South Africa as a Market for Footwear

As a market for imported footwear South Africa, according to good authority, stands alone in the world, and its consumptive capacity appears to have no limitation. A dozen years ago the annual volume of import of boots and shoes was about \$2,500,000; in 1910 it amounted to almost \$5,000,000. Not less marvelous is the fact that the huge British share in this great trade is also in an ascending raio, last year as much as 9.7 per cent. coming from the United Kingdom, against 1925 per cent. five years ago. As a matter of fact, 500th. Africa aborbigate and is therefore far and away the best over-sea market Great Britain has for these goods. In the meantime American footwear, which at one time made a bid for the South African trade, is unable to obtain a hold on the market to the extent of more than an average of 3 per cent.

To Install Railway Signalling Apparatus

According to the report for 1910 of the general manager of the South Arician Railways, provision is made in the 1900-12 capital estimates for the installation of improved signalling arrangements on the South African Railways. The work to be spread over a number of years, beginning with the stations most urgently needing improved signalling arrangements.

U. S. to Control Liberian Finances.

The United States, Germany, France and Great Britain have finally approved the details of the scheme for American financial control of Liberia. The agreement declares that the Republic, desiring to adjust its indebtedness, proposes to create a loan, to be charged as a first lien on all import and export Gustoms, rubber tax and head moneys. These are to be collected irrevocably, and without Liberian intervention, by the Customs receivership. The general receiver is to be appointed by the President of the United States and other three receivers by Germany, France and Great Britain. The loan is to be for an amount not exceeding \$1,00,000 in gold.

Improvement in South African Cargoes

South African trade with the United States, is described as reashing and much difficulty has been experienced larty in chartering steamers to carry the surplus outward cargoes. While the movement in American exports from New York has been particularly good during the past year there is now a strady return cargo to be depended on averaging about 3,000 or 4,000 tons a voyage monthly, consisting mainly of chrome ore for smelting and bark for tanning. The chrome ore mined in Rhodesia, near Salisbury, is shipped from Beira, Portuguese East Africa, to Baltimore for the Pittsburg forrances. It is gradually super-seding the ore previously supplied by mines in Turkey and in the French Australasian colony of New Caledons

To Exploit East African Coal Fields

British financiers are about to exploit the coal and mineral fields of Portuguese East Africa. A concession recently granted covers mineral rights for five years over an area of the Mozambique province estimated at 3,000 square milest, embracing all the territory lying to the south of the Lourenco Marques and Transvala Railway. This area is served by two railway lines are expected to be shortly commoneed. Of the mineral resources of the area conceded but fittle is known; it, however, contains extensive coal deposits similar in character to those found in Swatiland, which are said to be only slightly inferior to the best Wesh coal.

What South African Railways Bought Last Year,

The following statement is taken from the report of 1910 of the general manager of the South African Railways, of the value of some of the principal materials purchased by the Railways Administration in 1910:

Ralls and fastenings, \$93,124; sleepers, £970,439; rolling stock, £6,002; clocomotive, wagon, and carriage sparse, £35,503; timber, £109,437; provisions, rations, etc., for employees, £15,553; iron and steel, £97,44; oils, £72,103; cement, £6,604; machinery, £90,864; electrical gear, £90,232; fencing materials, £60,032; catering supplies, £40,257; bridge work, £90,272; stationery and spirated forms, £1,107; provender, £30,766; tarpaulins, £17,182; uniforms, etc., £13,181; telegraph material, £50,33; piping and fittings, £70,805; water (centon and wool), £12,605; copper, £10,049; explosives, £9,051; varnish, £7,472, rope, £7,955; from etc., £12,414.

Small Hill-Climbing Cars in Demand

Since the beginning of 1909 a large number of motor cars have made their appearance plying for hite in the streets of Lourenco Marques, Probably nearly half of these are of British manufacture, the remainder being of American, German and French make. As those originally introduced begin to be worn out and discarded, a limited demand may occur for stout, serviceable cars of good hill-climbing powers. They should not be of greater horse-power than 18, and should have accommodation for about four persons in addition to the chauffeur.

AUSTRALIA INCLUDING HAWAII & OCEANIA Winter Commence (processes constitutions

Will Cause Demand for Railway Material.

A Victorian Royal Commission, appointed to consider the proposal to construct new railways on the western border of Victoria so as to make connections with the South Australian railway system, recommends in its report the construction of a line 59 miles long from Heywood (Victoria) to Mount Gambier (South Australia), at a cost of \$1.023,000, and a line 17 miles long from Murrayville (Victoria) to Pinnaroo (South Australia), at a cost of \$228,500. Similar recommendations have been made by a South Australian Royal Commission working in conjunction with the Victorian Commission. The recommendations will be brought before the Parliaments of the two states in due course.

A bill was passed in the Victorian Legislative Assembly on October 3 authorizing the Government to raise a loan of \$10,-000,000 to be expended as follows: Construction of railways and tramways, works on existing lines, and rolling stock, \$8-250,000; water works, \$1,500,000; other public works, \$250,000.

Railway Project to Link up Australia

Sir Newton Moore, agent-general of Western Australiastates that the new Trans-Australian railway scheme which has been passed by the Commonwealth Parliament will be commenced without delay, and that within a period of probably three years it will be possible to travel by train from Perth, in Western Australia, through South Australia, Victoria, New South Wales, to Queensland, a distance of some 4,000 miles.

Developments in Pacific-Coast Australian Services

The Union Steamship Co. of New Zealand announces their intention to extend the present mail and passenger service, now running between San Francisco and Wellington, N. Z., to Sydney, Australia. The vessels employed will be the "Tahiti," "Maitai" and "Aorangi," and a twenty-eight day service will be maintained. The first vessel to sail on the new run will be the "Tahiti," leaving Sydney Dec. 9 and Wellington Dec. 10. The "Aorangi," from San Francisco Dec. 16, proceeds through to Sydney from Wellington Jan. 5, to be followed by the "Tahiti" four weeks later. At present the steamers will call only at Sydney, but in all probability later on they will call at Melbourne also. The Oceanic Steamship Co. will despatch the first steamer from San Francisco to New Zealand and Australian ports in May or June next year.

New Zealand Needs Hemp Dressing Machinery

New Zealand appears to be very pessimistic at the prospects of her hemp industry. Some of the local mills have recently been running at a loss and been obliged to close down. To some extent labor-saving devices have been introduced to reduce cost of production, but often such devices, while doing good in some directions, in other ways cause loss of quality by giving coarseness to fibers, which ought to be silky in texture. The chief hope of the industry is now centered in the bonus offered by the New Zealand Government for new machines and processes.

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7630

FOREIGN TRADE OPPORTUNITIES

The following ere among inquiries received by the Bureau of Manufactures, of the Department of Commerce and Laber, Washington, D. C., during last month. Manufacturers interested can obtain full particulars, free of charge, by writing to the Bureau of Monufectures and referring to the number given.

Alcohol-Burope. Furniture-East Africs.
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7626 Mineral nils, tobacboef, canned meats, bardware, etc.—

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Europe. Gasoline engines.

Ensilage plante-l'uited Kingdom Ebsliage plants—linited ramp.
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Mannichai electric power station—Stain.
Dry groots, suttings and specialities, boots
ceries, canning and bottled groots, travceries, canned and bottled groots, trav-sticles, toya, games and stationery

ceries, canned and pente-ciers articles, toya, games -Mediterranean, Port Improvements—Latin America. "
Extension of water supply aystem—British

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Oll and Minor. Minor.

Printing presses and bookbinding machinery-Russia.

Asbestos material for fireproofing-Mexico.

Tenders for electric lighting and supplies— 7663

Quebec. Excavation and construction work for railway--Jamaica.
Cotton goods and other ilnes.-Asia Minor.
Machinery for making guita-percha plas-ters--Kansia.
Blectric cranes for port.--Montevideo,

sering to the number given.

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America.
Textile machinery and supplies—England,
Telephone equipment and supplies—LatinAmerica.
Chemical laboratory instruments and bospillal furniture—Far East.
Motor trucks—Latin-America. 7737

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The Exporters Review is published in the

interests particularly

of English-speaking people, both at home and abroad.

Advertisers of American goods must not lose sight of the fact that, although the greater number of consumers in Latin-American countries are Spanish-speaking people, a large majority of the importers in those countries are foreigners, principally Germans (all of whom speak English), English and Americans, so that a combination of both English and Spanish in a publication is desirable.

The most important German and English export publications, a large part of the circulation of which is in Latin-American countries, are published in both German and English, but not in Spanish, and the manufactured exports from those countries represent 75 per cent, of the world's export trade,

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HE articles under this heading that have been published in the Exporters' Review during the past several months have awakened considerable interest among manufacturers who are seeking to ex-

pand their foreign trade, and we purpose during the coming year to continue our efforts to make known to the American manufacturer the countries in which the various export commission houses are strongest and the character of the goods in which they are chieffy interested.

There is no doubt that the trained buyers in these export houses are well posted on the possibilities for the sale of American goods in the markets of the world, and manufacturers who wish to increase their foreign sales must become acquainted with the houses which are in the best position to handle their goods in certain countries. It was with this idea that the series of articles was begun.

Under the stress of competition at home, the American manufacturer is beginning to wake up to an appreciation of the value of foreign markets, and he is also commencing to realize that the manufacturers of Great Britain, Germany, France, etc., have no more right to those markets than he has. It is simply a question of how to start in.

There is nothing mysterious about the foreign merchant; he is simply the same kind of being as our own merchants. He is willing to buy our goods if they are suitable at the price, but it is the place of the seller to call the buyer's attention to his wares, and the seller who blows his trumpet the loudest is the most likely to have attention abroad, as well as at home. While it is unquestionably a safe and easy way to carry on a foreign trade through the agencies of the export commission houses-in fact, there is no better way-to continue a business already established, and to create a business, are two entirely different propositions. The efforts, along purely general lines, of the foreign agent of an export house, are not going to build up a foreign business for manufacturers generally. Such an agent cannot be expected to devote his time and energy to the building up of a demand for any special brand or make of anything; instead, he sells what there is already a demand for. In other words, the American manufacturer must himself create an interest abroad for his own specialties, whether he sells through an agent or to the customer direct, and this is only to be done by advertising. How else can it be done? If an export commission house sees that a manufacturer is pushing his brands, it is more apt to become interested in that manufacturer's goods, and the same argument applies to the foreign importer, who eventually disposes of the goods to the dealers and consumers abroad. It is not an easy matter, by any means, to establish a foreign trade; it takes time, patience and money, but when it is secured, the business is as safe and as profitable as the trade at home, and more likely to expand, as the field is practically unlimited.

That there is a demand throughout the world for American goods, and that this demand is being met, is shown by the increased exports this year, which are expected to amount to the enormous total of \$2,000,000,000, an increase of over \$200,000,000 over the exports of 1910. The most gratifying feature of this increase is that manufactured goods account for a large part as is shown in an item on page 17 of this issue, giving a resumé of the exports and imports for this year. While there is no doubt that the American manufacturer is taking more interest in export business, it still remains a fact that our exports are largely products of the soil, or only of a partly manufactured character, while those of Great Britain, Germany and France are mostly finished manufactures. This advantage will have to be overcome by our manufacturers before it becomes too late, as it is harder to dislodge a competitor than to make sales at the same time he does.

The Exporters' Review is in a position to introduce the American manufacturers to the buyers in all the export commission houses, to the representatives of these houses in Central and South America, Australia, South Africa, the Far East, and other foreign markets, and we invite our subscribers to take advantage of our facilities in this direction. Subscribers interested slould address Export Buyers' Department, Exporters' Review, 80 Broad street, New York. The same facilities are offered to our foreign readers, whom we will be pleased to put in touch with the manufacturers of any kind of American goods, as our subscribers include manufacturers of practically everything produced in the United States and Canada.



American Agricultural Machinery, etc., Sold Abroad

The agricultural interests of foreign countries buy nearly \$100,000,000 worth of American manufactures and other products for use in cultivating the soil, while about \$50,000,000 worth of foreign products are annually imported into the United States for use upon American farms. Of these exports, shipments of agricultural implements head the list, with a probable total of \$40,000,000 in the year about to end, comprised of nearly \$20,000,000 worth of mowers and reapers, \$8,000,000 worth of plows and cultivators, \$2,500,000 worth of threshers, and the remainder miscellaneous farming tools and implements. Binding twine is another article of importance in wheat growing countries. Of that article the year's exports will be about \$8,000,000, practically all destined for Russia and other European countries, Canada and Argentina. American barbed wire exported (about \$5,000,000 per annum) goes chiefly to Canada, Australia, Argentina, British Africa, Mexico, Bravil and Cuba. In addition to these articles there are others largely if not exclusively required by farmers, such as windmills, with exports nearing \$2,000,000 per annum, and clover and other grass seeds. over \$1,000,000.

Fertilizers, of which the exports will be about \$12,000,000 during the year, are chiefly sent to European countries, where loan continued use of the soils has largely depleted their natural fertility and rendered artificial fertilizers a necessity.

Canada to Manufacture Wrought Iron Pipe

Owing to the demand for iron pipe in Canada, most of which now has to be imported, the eity of Fort William, Ontario, has entered into an agreement with Frank V. Samuel of Guelph. Out, to come into force when ratified by the citizens, under which Mr. Samuel has agreed to organize a company for the manufacture of wrought iron and steel pipe, capitalized at not less than \$\$\frac{1}{2}\$\text{conv}\$ coops, to be in operation within twelve months and to employ 200 men at the start. The cost of the site, plant and equipment is to le not less than \$\$\frac{2}{2}\$\text{conv}\$ change and equipment is to le not less than \$\$\frac{2}{2}\$\text{conv}\$ or than \$\$\frac{2}{2}\$\text{conv}\$ or the site of the sit

Well Known Forwarders Open Chicago Office

Gerhard & Iley, fiveign freight forwarders and managers of the International Freight Bureau of the National Association of Manufacturers, have opened an office in Chicago, under the management of Mr. F. C. Irons, who has been connected with the New York office for several years. The mole was considered necessary owing to the increasing business relations of Gerhard & Iley with manufacturers in the Middle West in relation to export business. The New York office of Gerhard & Iley, at 23 Esta street, has also recently been enlarged.

Will Negotiate Drafts on Foreign Countries

The forwarding department of Oelrichs & Co., 5 Greenwich street, New York, announces the formation of a new partment for the negotiation of shippers' drafts on foreign countries, which facilities will no doubt be welcomed by manufacturers who do not wish to await the slow process of collections abraid.

American Shoes to be Found Everywhere

The American shoe manufacturer is extending his sales in all parts of the world. In the fiscal year 1800 we exported less than 40,0000 pairs of boots and shoes; in 1890, 60,0000 pairs; in 1900, over 7,000,000 pairs; in 1905, over 5,000,0000 pairs; in 1910, over 7,000,000 pairs; in 1910, over 7,000,000 pairs; and in the calendar year which ends with this month, the number will exceed \$0,000,000 pairs; to say nothing of the 1,000,000 pairs going to Porto Rico and Hawaii. These figures relate to boots and shoes of leather; while if to this we add those of india rubber, we get an additional 3.000,000, bringing the total number of American made boots and shoes passing out of continental United States in 1911 up to an average of 1,000,000 pairs per month, against about 500,000 per annum 20 years ago.

Boots and shoes from the United States go everywhere, apparently where man wears boots and shoes. Among some of the export points are Japan, Korea, Siam, the Dutch East Indies, Egypt, Portuguese Africa, Liberia, the Belgian Kongo, Asiatic Russia, Aden, German Oceania, British Guitan, Ecuador, Salvador, Costa Rica, Roumania, Turkey in Asia, China, British South Africa, Paraguay, the Straits Settlements, Spanish Africa, Bulgaria, Honduras, the Dutch West Indies, Haiti, Santo Domingo, Servia, and the Azores and Madeira Islands, to say nothing of the larger importers of our boots and shoes—Club, Mexico, England, Canada, Germany, and France.

Announcement of Big Steamship Combine

Announcement is made of the fusion of the Union Cascil-Line, the Royal Mail Steam Packet Company and the Elder-Dempster Lines, making a combined total of 181 vessels of 738/000 tonnage. Elder-Dempster & Company, Ltd., have two big lines and several branch services, including a line from Liverpool and Hamburg and other way ports to the west coast of Africa, for which service they control the Royal Mail contract. They also operate a line from Montreal to the African Cape, and to Cuba and Mexics.

The Union Castle Line has a weekly service to South and East Africa from London and Southampton and also operates a freight service from New York to South and East Africa.

The Royal Mail Steam Packet Co. has three main lines and several intermediate services. The dominant branches of the company's services are New York to Southampton by way of West Indian ports; Liverpool to Brazil, Montevideo and Baenos Ayres, and that of the recently acquired Pacific Steam Navigation Company, which operates along the west coast of South America. Intermediate services are maintained to the Falkland Islands and between the British possessions in the West Indics.

Record-Breaking Foreign Order for Iron Pipe

The largest order for steel pipe ever placed in the world, it is believed, has been let hy a Calgary (Canada) from, which has ordered from the United States Steel Corporation 300 miles of pipe at a cost of about \$3,000,000 to carty natural gas from Row Island to Calgary. Shipment, which will require 2,500 cars, will begin January 1, 1912, and is to be completed within six months.

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q It is the most perfect Player Piano. Easy pumping, double repetition, and exact mech-

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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.

(Subject to Change.)

NOTE.—The lines are arranged alphabetically under the port of departure. This enables subscribers to the seventh (1911) edition of the "Exporters" Encyclopaedia" to ascertain quickly the proposed sailings of all lines, except where the agents could furnish no advance information.

CAUTION.—The sailing dates given below, although compiled with extreme care, should be considered as merely approximate, except for the regular Trans-Atlantic passenger lines. The publishers, however, assume no responsibility as to the accuracy of the information.

From New York.

FIOTI NEW 1OFK.

AMERICAN & APRICAN S. S. LINE: For Cape
Town, Algon Bay, East London, Port Natal,
Delagon Bay, Beira and Mauriline—Gordon CasMERICAN SIATIC S. S. CO.; For Adea,
MINERICAN S. CO.; FOR ADEA ASIATIC S. S. CO.: For Aden. and Manlia-Indradeo, Nov. 20. A

HOLENGE T. MARTIC B. S. CH. Per Adm.
Singapore and Assale-slowline, Nov. 20. A
SINGAPORE AND ASSALES A

3. AMERICAN AND MANCHURIAN LINE: For Hong Kong, Shanghai, Dahny, Moji, Kobe and Yokobama—Jan. —. For Singapore and Manila AMERICAN & ORIENTAL LINE: For Aden, Singapore and Manila-Burmese Prince, Dec.

ALANTO TAXANSPORT LINES, For Leader Applies and Leaders and Leader

BOOTH LINE: For Para and Mannos-Clement.
Jan. 6; Hisbert, Jan. 15; Christopher, Feb. 6;
Aldan, Feb. 15or Para, Maranbain, Cerca and
Paranblan-Banil, Dec. 2); Dominic, Jan. 25;
BRISTOL CITY LINE: For Swansea and Bristola

BARTOLL CITY LINE; Por Svance and Bris-CALDE STELLISHIP CO. (MSCT; INDIA LINE); FOR THIS Island, Mosic Crist, Peerlo Pista, City—Alexanda, Dec. 21; Checke, Dec. 30; CIT—Alexanda, Dec. 21; Decelean, Lan. 30; CIT—Alexanda, Dec. 31; Bordenar, Jan. 30; Lan. 11; Florida, Jan. 13; Bordenar, Jan. 30; Levraine, Jan. 20; La Tourine, Fol. 1. Cerraine, Jan. 20; La Tourine, Fol. 1. CHECKE, Dec. 30; La Tourine, Fol. 1. CHECKE, Dec. 30; La Tourine, Fol. 1. CHECKE, Dec. 30; La Tourine, Tol. 1. CHECKE, Dec. 30; CHECKE, CHECKE, DEC. 30; CHEC QUE: red, Dec. 30; Hudson, Jan. 41, 50.
Feb. 23.
**COMPANIA TRANSATLANTICA: For Havana.
Vera Crus, Poerto Mexico-A steamer Jon. 11
and Feb. 11.
**ANNATLANTICA: For Cadla and
**THANSATLANTICA: For Cadla and
**THANSATLANTICA

and Feb. 11.
COMPANIA TRANSATLANTICA: For Cadin and
Barcelona—Antonio Lopes, Jan. 5; a steamer

COMPANIA TRACOCCIONES DE COMPANIA TRACOCCIONES DE RECONSTRUIR DE L'EXPENDANT L'UN EL POR L'UN EL PRODUCTION DE COMPANIA DE COMPANIA DE COMPANIA DE COMPANIA DE COMPANIA DE COMPANIA DE L'EXPENDANT DE L'E

and West Coast Africa Ports—A steamer late *FABRE LINE: Por Marsellies—Madonin. Dec. 29: Venezia, Jan. 4; Germania, Jan. 13; Sant Anna, Jos. 27; Roma, Feb. 3; Madonia, Feb.

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*HAMBURG-AMERICAN LINE: For Hamburg —President Grant, Dec. 25; Amerika, Jan. 6; Pennsylvania, Jan. 13; Pretoria, Jan. 23; Bay-ern, Jan. 27; President, Feb. 3; Graf Waldersce, Feb. 10.

Pro. 10.

14 AMBURGA, AMERICAN, LINNE; For Gibrallar, 14 AMBURGA, AMERICAN, LINNE; For Gibrallar, 14 AMBURGA, 15 AMERICAN, 15 AMERICAN,

Feb. 3.

HAMBURG-AMERICAN LINE (Atlas Service):
For Santlago, Kingwion, Colon and Port Limon
-Prins Aug. Wilhelm, Dec. 30 and Jan. 27;
Prins Effet Friedrich, Jan. 13 and Feb. 10;
Frins Effet Friedrich also calls at Bocas del

Toro.

HAMBURG - SOUTH AMERICAN STEAMSHIP CO.: For Pernambuco, Rio de Janiero, Santos, Peranagua and Rio dirannie do Sul-Welljunde, Jan. 10; Woglinde, Feb. 10.

HANSA LINE: For Cape Town, Aigoa Bay. East London, Port Natai and Delagoa Bay—linkenturn, Feb. 5.

London, 1901 Nami and Petagos 27, Inrin, Feb. 5.

RANSA LINE: For Port Said, Bombay, Tuticoria, Colombo, Midras, Coconada and Calculta
—Nenerfeis, Dec. 25; Branufeis, Jan. 25.

RANSA LINE: For Batavia, Panacockan, Passorean, Socrabaja—Augsburg, Jan. 29.

RELEENIC - TRANSATIANTIC LINES. For

***ILLEENIC **TRANSATIANTIC LINE: For Piraeus, Supran and Constantinople—Albinal, Dec. 23: Theinistocies, late Jan. 1902. 23: Theinistocies, late Jan. 20: Rotterdam-Amsteldyk, Dec. 23: Hyndam, Jan. 20: Rotterdam, Jan. 9: New Amsterdam, Jan. 23: Noordam, Jan. 30: Kyndam, Feb. 20: Town, Algon Bay, East London, Port Natal and Delagon Bay—Hylas, Jan. 31.

East London, Port Nata and seven-ing the London, Port Nata and seven-ment of the London London London, In-Huser London, London London, London London, London S. Horatta, B. Die, 25 a steam of Jan. 15. a 18 MILLE LINE: For San Juan, Poure and revery seven to fourteen dars thereafter. "ITALIA LINE: For Naples and Geoog." Tar-LAMPORT & HOLT LINE: Por Manchester ("Sideron, Jee, 25; Tereuce, Jan. 6; a stemnet Jan. 29.

Tyldron, Dec. 22; Terence, Jan. 6; a stemart LAWPURT a BOLT LINK: For Balla, Rich LAWPURT a BOLT LINK: For Balla, Rich LAWPURT a BOLT LINK: For Balla, Rich LAWPURT A BOLT LINK: For Manachted 30; Verdi, Jan. 20; Corrantes, Feb. 1 (1), Forein, March 1 (1), Forein, March 2 (1), Forein, March 2

A steamer Jan. -...
*LLOYD SABAUDO: For Naples and Genon-Principe di Plemonte, Dec. 28; a steamer Jan.

Principe di Piesson, Dec. S., a mendre d'auRECCHANT ELNE (New York & Pacific N. 1988).

RECCHANT EL STANDARD PRINCIPE AND PRINCIPE ARTON

Antonio Androhassia. Indice Piesson, Arte.

Antonio Androhassia. Indice Piesson, Arte.

Antonio Androhassia. Indice Piesson, Arte.

Carlessa, Streas and Caliberies—Chana. Jan

3 and 31 yellowin (1997). The Antonio Jan

1 and 31 yellowin (1997).

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Caliberies—Chana. Jan

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*NATIONAL STEAM NATIONAL SUPPLY Privates Columbia and Patria—Patria, Dec. 28 and early For SANIGAZIONE GENERALE ITALIANA: For Naples and Genom—Duca d'Genova, Dec. 26 Duca d'Aosta, Jan. 20; Duca Degil Abruszi, Duca d'Aosta, Jan. 20; Duca Degil Abruszi,

Feb. 15.

NRW YORK & CUBA MAIL STRAMBHIF CO.,
For Illarana—Morro Carlie, Dec. 28; Saratoga,
Dec. 30; Monerov, Jan. 4; Harana, Jan. 6;
Morrow, Jan. 11; Saratoga, Jan. 13; Esperanza,
Jan. 18; Harana, Jan. 20; Morro Casile, Jin.
25; Saratoga, Jan. 27.

*Steamers are equipped with the Marconi Wireless System-ses page 37.

PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.-Continued from page 35. See notice at head of Page 35.

PROPOSED SAILINGS OF OCI

NEW YORK & CERA MAIL STEAMSHIP CO.:
FOR Progress and Vera Craw-Morro Casilo
For Progress and Vera Craw-Morro Casilo
Editoriola, Jan. 15: Morro Casilo, Jan. 21.
Editoriola, Jan. 21.
Santariola, Lancia, Jan. 22.
Santariola, Lancia, Jan. 22.
Santariola, Jan. 22.
Santariola, Jan. 23.
Santariola,

mudini, Dec. 22; Jan. 3, 13, 24, 31, Feb. 7 and
QUERRE STRANSHIP CO., LTD., For Leveral
and Windward Islands and Demortus—Parlin.
Fram., Fo. 3; Korean, Feb.
Fram., Fo. 3; Korean, Feb.
Fram., Fo. 3; Korean, Feb.
Fram., Fo. 4; Korean, Feb.
Fram., Fo. 4; Korean, Feb.
Fram., Fo. 5; Korean, Feb.
Fram., Fo. 6; Korean, Feb.

BOYAL MAIL STEAM PACKET CO.: For Ber-muda-Tagus, Nec, 30; Jan. 10, 20 and 27; Ar-

HAYAR MAIL STEAM PACKET CO. For sec-caline, Feb. 3 and 10, Packet Co. For sec-caline, Teb. 3 and 10, Packet Co. Feb. Ac-HAYAR MAIL STEAM B. Cartisgens, Sevenilla, Trinidad and Harbade-Oriotava, Dev. 3 Artesto, Jan. 6; Treet, Jan. 30; Target, Feb. NS Cartisgens, Co. Cartisgens, Sevenilla, Feb. 11, 120; Packet Co. Sevenilla, Cartisgens, Packet Grants Nassan, Univ. 20; Fran 12; Packet Co. Sevenilla, 12; Packet Co. Sevenilla, Packet Co. Sevenilla, Vascan, Univ. 20; Packet Co. Sevenilla, Vascan, 12; Packet Co. Sevenilla, Packet Co. Sevenilla, Vascan, Co. Sevenilla, Vasc

lem I., Feb. 9.

ROYAL DUTCH WEST INDIA MAIL LINE:

For Barbados and Demerara—Saramacea, Jan.
1 and 29; Coppename, Dec. 18, Jan. 15 and Feb.

i and 20; (vopecame, Dec. B. Jan. B and Fel.
BMM. DETCH WEST INDIA MML LINE;
Yor Trining and Perminitho-Masswijlee.
RESAIN EST SAINTIC S. CO., For Jisha
— Kurak Dec. 20; a stronger jan. Line 25;
RESAIN EST SAINTIC S. CO., For Jisha
— Kurak Dec. 20; a stronger jan. Line 25;
RESAIN EST SAINTIC S. CO., For Jisha
— Kurak Dec. 20; a stronger jan. Line 25;
RESAIN EST SAINTIC S. CO., For Jisha
— Kurak Dec. 20; Testgen, Pol. 25; United
Strice P. C. 2; Testgen, Pol. 25; United
Strice P. C. 25; Testgen, Pol. 25; Create
of Greenda, Jan. 10; Crown of Nagare, Pol. 26;
Lang, East London, Port Nation of Polegon and Polegon also
— Clan Machiter, Jan. 18, V.

Colon and Kana Myrita-Saint Maria 18; Co. 25;
Medapata, Jan. 3; Zereng, July Medapan, Jan. 31.

18.

Boras del Toro and Port Limon-Tivives. Sixeola, Jan. 13; Carrillo, Jan. 20; Tur-Colon. i

Jan. 6: Names, San Jan. 7, Island, Jan. 27, Island, Jan. 27, UNITED STATES & AUSTRALASIA S. S. CO.: For Fremantic. Adelside, Melbourne, Sydney and Brisbane—Rauenfels, Jan. 5.

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UNITED STATES & AUSTRALASIA S. S. CO. For Melboarne, Sydney and New Zealand ports UNITED STATES & EINNACHAN S. S. LIME, For Hong Kong, Shanghai, Kobe and Yokohama.—A storner late Jan. Moberne, Sydney, Aurkland, Welliegren, Lyttleton and Dunctin-Kattendard, Jan. 10.
UNITED TYSER LINE: For Premarke, Advanced to the Company of the Control of the Contro

laide, Melbourne, Sydney and Brisbane—A geomen late Jan.

*ERANIUM STEAMSHIP CO. (successors to North-West Transport Line): Por Rotterdam— Volturno, Jan. 4; Campanello, Jan. 18; Urani-um, Feb. 1.

Feb. 1: WILNOY LINE: For Holl—Buffalo, Dec. 30: Galileo Jan. 10: Francisco, Jan. 20: Idaho. WHITE STAR LINE: For Gibrillar, Napise and Genos—Adriatic, Jan. 10: Cedric, Jan. 21: Adriatic, For Xiv.: West. Coast Africa ports—Araold Amsinck, Jan. 30.

From Philadelphia, Pa.

*ALLAN LINE: For St. John's, N. P., and Gias Fall Control of the Control

Lendon-Minnesota, Jan. 9; Maryland, early COMMPGLIAN LINE: For Leith-Stensor about Jan. 10 Maryland Line Line Line Line Line Line -Order Walderse, Dec. 20; Stereman L. about Jan. 11: Pina, about Jan. 15; Barvelona, about BDILAND AMPAGCA LINE: Por Rotterdam, about Jan. 21; Lend Down-lair, about Jan. 21; Lend Down-mina, about Jan. 21; Lend Down-mina, about Jan. 22; March Line; Por PILLADELTHA, AAAN WINESTER, NAT 10; S. 28; March, Importer, about Jan. 12; March, Cum-merce, about Jan. 23; America Line Line Line March, Linguister, March Line, 22; March, Linguister, 23; March, Linguister, 23; March, Linguister, 23; March, Linguister, 23; March, Marrier, 24; March, Marrier, 24; March, Marrier, 24; Marrier, 24; Marrier, Marrier, 24; Marrier,

Feb. 9

PHILADELPHIA-TRANSATLANTIC LINE: For London—East Point, about Dec. 27; Eagle Point, about Jan. 10; Crown Poilsi, about Jan. 31; East Point, about Feb. 14.

SEED STAR LINE: For Anwerp—Marquette. Jan. 5; Monomines, Jau. 19; Maniton, Feb. 22

Marquette, Peb. Reservicas Link: For Chris.

Janus Section of the Company of the Christian and Copenhagen—Exitia, about Jan. S. Texas, about Jan. S. Texas, about Jan. S. UNITED FREIT CO.; For Port Antonio, Jamaica—Every Thursday, 10 a. m.

From Boston, Mass.

ALLAN LINEE FOR Glascow-Numidian. Dec. 21: Loke Eric, Jan. 4; Section, Jan. 18; Numidian. Dec. 22: Loke Eric, Jan. 4; Section, Jan. 18; Numidian. Control of the Control of

HAVANA LINE; For Havano-Bela, about 1sec. 25 and Jan. 27, Lord Line; Alver For Botterfan-Bullak Michael Man. 6. Mantenstyk, about Jan. 20. Lord Dewnshire, about Jan. 20. Lord Dewnshire, about Feb. 3. Commission, 1sec. 25, Lord Line; Lord Liver, For Liverpool-Windfredian, Columbian, 3s. 20. Robenshire, Jan. 21. Columbian, 3s. 20. Robenshire, Jan. 21. Christian, Dec. 25, Menonine, Jan. 11. Manloo, Jan. 25, Menonine, Jan. 25, Menonine, Jan. 11. Manloo, Jan. 25, Menonine, Jan. 25, Meno HAVANA LINE: For Havann-Bela, about Dec. Dec. 28; Menoulney, Jan. 11; Manilou, Jan. 28; Marquett, Pela MEBRICAN, IJNE: For Christian and Copenhagen—Kentneky, about Jan. 20; A stim. about Pela. VINTED FRUIT CD., For Port Antonic Januales INTED FRUIT CD., For Port Limon—Every Feldey, 9 a. m. WARREN, LUNE: For Liverpool—A stmr. about WARREN LUNE: For Liverpool—A stmr. about

Jan. 10.

*WHITE STAR LINE: For Azores, Gibraltsr.
Naples and Genea-Romanic, Feb. 3 and March
16

(Conlinued on Page 38).

*Steamers are equipped with the Marconi Wireless System-see page 37.

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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.-Continued from page 36. See notice at head of Page 35.

(Continued from page 30.)

*WRITE STAR LINE: For Liverpool—Bovic, Dec. 21; A stur, about Jan. 4, and 48. WILSON'S & FURNES-LEVIAND LINE: For London—Lancastrian, Dec. 22; A stur. Jan. 6, 19 and Feb. 2. WILSON LINE: For Holl—Gallico, about Jan. 29; A stur. about Feb. 8.

From Baltimore, Md.

ATLANTIC FRUIT & STEAMSHIP CO.: For Port Autonio, Jamaica-A stmr. every Monday, ATLANTIC TRANSPIRT LINE: For Blavre-Mackinaw, about Jan. 19; A stmr. about Feb.

16. ATLANTIC TRANSPORT LINE: For London—Philadelphian, about Jan. 5: Mackinaw, about Jan. 19: A steener about Feb. 2 and 1. Jan. 19: A steener about Feb. 2 and Larian, about Jan. 19: A linera, about Jan. 20: Line: For Letth—Aman, about Dec. 24: Anapa, about Jan. 6: Dationball, about Jan. 16: Queen Wilberhina, about Jan. 18: Queen Wilberhina, about Jan. 19: Q

Jan. 18; Queen Wilhelmina, about Jan. 20.

*!AMBR HAVAMERICAN LANE; For Humburg—
Hulgarin, about bee, 22; Anglee bandian, about
Jan. 18; A stury about Jan. 28 and Feb. 8.

**JoHNSTON LINE; For Livespool—Clatermore,
about Jan. 6; Templemen Deltar Beffast—
Beffast—Beeffast, Dec. 20; Lerd Ivesgio, about Jan. 8; days

Lerd Undertunuit, about Jan. 18; A stury, each

Lerd Charlemont, about Jan. 18; A stury, each

of Jan,
MINSON LINE: For Colon—A steamer about
Jan, 15 and Yeb, 5,
NEPTINK LINE: For Rotterdam—Spilaby, about
Dec. 50; Rollesby, about Jan. 10; Andyk, about
Jan, 17; A stur. about Jan. 24, 31; Feb, 8 and

NORTH GERMAN LLOYD: For Bremen-Neckar, Dec. 30; Breslau, Jan. 13; Rhein, Jan. 20; Mats, Feb. 7; Chemaita, Feb. 17; Breslau, Feb. 24. BED STAR LINE: For Antwerp-Philadelphian, Jan 5: Georgian, about Feb. 2.

Jan. 5; Georgian, about Feb. 2.
SCANDINAVIAN-AMERICAN IJNE; For Christiania and Copenhagen—Team, about Jan. 10;
Pennsylvania, about Feb. 13.
UNITED FREST CO.; For Port Antonio, Jamaica
—A steamer every Wednesday, 10 a. m.

From Norfolk and Newport News, Va. CHESAPEAKE & OHIO S. S. CO., LTD. (Virginia Line): For Liverpool—Boliviana, about Dec. 25; Montauk Point, about Jan. 11; Peruviana, about Jan. 25; For London—Cynthiana, about Jan. 15; Powhatan, about Feb. 15. DDNAIDSON LINE: For Glasgow—Marina, about Jan, 15: A stur, about Feb. 15. HAMBIRG-AMERICAN LINE: For Hamburg— Forerte, about Jan. 19; Alexia, about Feb. 9. Forerte, about Jan. 19; Alesla, about Feb. 9.
HDLLAND-AMERICA LINE: For 'Amaterdam
and Rotterdam—about Jan. 10; A atmr. about
Jan. 31 and Feb. 21.
NORWAY-MEXICO GFLF LINE: For Havana,
Puerto Mexico and Vera Urus—Texas, about
Ibec. 25; Noruega, about Jan. 26; Mexicano,
about Feb. 25.

From New Orleans, La.

ATLANTICE MAXICAN GILF 8. 8. CO.: FOR CONTROL OF MAXICAN GILF 8. 8. CO.: FOR CONTROL OF MAXICAN GILF 8. CO.: FOR CONTROL OF MAXICAN GILF 8. CO.: FOR CONTROL OF MAXICAN GILF 8. CO.: FOR CO.: FO

about Feb. 6
BLIEFFELDS STEAMSHIP CO.; For Bineficial
CEVETY THURGHY STEAMSHIP TO.; FOR BINEficial
THURK PT BUTTON THE MARKET TEAMSATIAN.
THURK PO Harre and Bordenus -Loudisians,
about Jan. 5; Gratemaia, about Jan. 7; Mexteo. about Jan. 25; Honduras, about Feb. 7.
ELDER-HEMPETE LINE: For LiverpoolSachess, Bout Hee 25; Mirrs [earling in Jan. Sacheea, about Dec. 28: Sturs. leaving in Jan. FOLIGH-PHILIADS LINE. For Operio and Barcelona-Pho IX, about Jan. 5: Mignel M. Philipara, and Jan. S. Mignel M. Philipara, and Jan. S. Mignel M. Philipara, and Antwerp-Sturs. Ide. In Dec. and Jan. Mant ROAMERICAN. LINE. For Insulurg—IMMERICAN AMERICAN. LINE. For Insulurg—16: Pallanna, about Jau. 31, Senegambia, about Feb. 10.

HARRISON LINE: For Liverpool-Wayfarer, about Dec. 30; Custedian, about Jan. 5; Civil-ian, Jan. 10; Botanist, about Jan. 20; Candi-date, Jan. 25; date, Jan 25.

HEAD LINE: For Belfast and Dublin-Rathlin Head about Jan 21.

A COTONERA LINE: Steamers ldg. for Genoa and Naples See "Pierce Counter Line."

LAMPRIT & HOLE LINE: No Antworp-Hor-

and Naples See "Pierce Cotoniera Line."
LAMPDRY & HOLT LINE: For Antwerp-Hornee, about Dec. 30: Romer, about Jan. 10;
Virgil, about Jan. 20.

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LEVLAND LINE: For Manchester—A stmr.
LEVLAND LINE: For Antwerp—Oxonian.
LEVLAND LINE: For Liverpool—Atlantian.
LEVLAND LINE: For Liverpool—Atlantian.
LEVLAND LINE: For Liverpool—Atlantian.
A stmr. Jan. 27.
LEVLAND LINE: For Brenne—A stmr. about Jan. 15, LEYLAND LINE: For London-Oxonian, about Jan, 12, MACLAY-PRENTICE LINE: For Glasgow-

ARACLAN-PERNATURE LINE; FOR GREEGOW— A stim, Inte Jan.
MONTES LINE; FOR Progreso—Steamer about every 8 daya.
MORGAN LINE; FOR HAVANN—Every Saturday.
NEW YORK & PORTO BICO 5, 5, CO.; For Porto Rico—Sailings about every ten days.
NORWAX-WEXICO GULF LINE; FOR Stavanser. Christiana, Gothenburg and Copenhagen-Aberlour, about Dec. 25; Texas, about Jan. 20; Noruega, about Feb. 21.

Norsegs, about Feb. 21.

Norsegs, about Feb. 21.

PERGC-COTONIERA LINE: For Barcelon.

PERGC-COTONIERA LINE: For Barcelon.

A stur., early Feb.

A stur., ea

hagen-Steamers Jan, idg.
UNITED FRUIT CO.: For Belize, Pto. Barrior
and Pto. Cortex-Every Thursday, II a. m. For
Livingaton-Every alternate Thursday. Livingaude-Every anternate ingressay.

UNITED FRUIT CO.; For Colon and Bocas del

UNITED FRUIT CO.; For Ftc. Barrios, Fort

| 1-mc and Colon-Every Wednesday, Il a. m.

UNITED STRAMBHIF CO.; For Manganillo.

Mateuras and Cleafuegos—A steamer 28th of h month.
ED STEAMSHIP CO.: For Santiago
a and Kingston—A ateamer 11th of

month.
VOGEMANN LINE: Steamers idg. for Bristol.
Antwerp, Botterdam, Bordeaux and Danish ports.
WDLVIN LINE: For Vera Crua and Tampico-Sicamer about every 10 days.

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AVATRO-AMERICANA LINE: For Rarcelona. Venice, Triesto and Fune-Federica, early Venice, Triesto and Fune-Federica, early

Jan. BOOTH LINE: For Liverpool, Sailings Jan. & Feb.
CASTLE LINE: For Have and Antwerp-Thur-CASTLE LINE: For Have and Antwerp-Thur-CERFOLK LINE, For Esteelona, Genoa, Leghorn and Naples-Monriso, early Jan.
GLINN LINE: For Liverpool—
GLIN TANNETOR LINE: For Liverpool and

HremonHAMER ROLL MEDICAL P. For HamburgHAMER ROLL MEDICAL STATE, BUT STATE AND THE MEDICAL PROPERTY AND THE MEDICAL P

NEW YORK & PORTO RICO S. S. CO.: For Porto Rico-A steamer, about Dec. 29 and Jan 27. From Port Arthur, about three days ear North German Linds a, Co., For Bremmen-Stemmer Mg. In Jan. and Feb. Martinger. Christians: Martinger. Christians. Copenhagen. In Glothenher. Texas. about Jan. 15, Nernega, about Feb. 15, PIRIC C-170 NIRIC ALL MINER. (The Naples and SHIPHERS, S. S. BANANA CO.; For Fronters.—A stemmer about every 5 days.

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Innuire.

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Interpool age
Intuited STEAMSHIP CO.: For Havana—
Norance ist and 15th of each month
UNITED STEAMSHIP CO.: For Santiago de
Cibia and Kingston—Steamer Progreso, 15th of each month.
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Puerto Mexico-A steamer (from Texas City),
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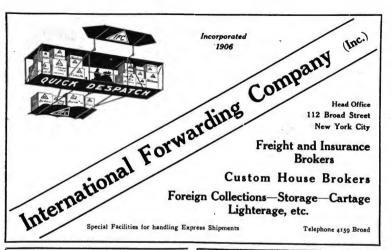
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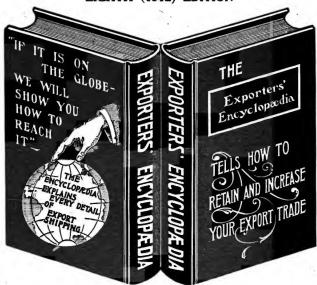
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EXPORTERS' REVIEW

EXPORTERS ENCYCLOPADIA

JANUARY, 1912

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JANUARY 15, 1912.

No. 3.



HOW CAN I MAKE THESE EXPORT SHIPMENTS? SEE PAGE 9.



The "EXPORTERS' REVIEW" is furnished to all subscribers to the Exporters' Encyclopedia. It is a vital part of the Encyclopedia, as it contains the "correction notes" which keep that work up-to-date and absolutely correct. The Encyclopedia is a complete export shipping guide.

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NEW YORK, JANUARY 15, 1912.

RECORD FOREIGN COMMERCE IN 1911

ESPITE the depressed condition of domestic trade, or perhaps in consequence of it, our foreign trade for the calendar year 1911 reached the unprecedented figure of \$3,625,305,000, compared with \$3,429,163,055 in 1910 and \$3,346,596.025 in 1907. Whereas imports for the year were only \$1,523,931,-861, which was \$10,000,000 less than in 1910, exports passed the two billion mark for the first time, reaching a total of \$2,002,373,141; an increase of \$226,114,237 over 1911. The nearest approach to this was in 1907, when our exports were valued at \$1,923,426,205, but this was due to the stimilus of the panic at that time, which caused an urgent demand for foreign gold to relieve the strain. This is indicated by the fact that, in December, 1910 the highest recorded value for exports for a single month was reached, namely, \$220,-002,683, which was about \$4,000,000 more than for December, 1911.

BANKING FACILITIES AND EXPORT TRADE

A COORDING to Thomas A. Eddy, vice-president of the American Trading Co., the question of our banking facilities with foreign countries has made little difference in the growth of our export trade, because ample facilities are afforded through the English, German and French banks that have branches here and in most foreign countries. The facilities of these banks are extended to American manufacturers as freely as to others and, outside of a patriotic feeling that we should do our own foreign banking, there is little to be gained by establishing American banks abrend.

The real drawback to the increase in our export trade with many countries is our import tariff, which tends to keep out products which our foreign customers are disposed to trade for more of our goods. The basis of all trade is buying and selling, not selling alone, and this applies particularly to the banking end of the transaction, a one-sided business of selling or buying only, necessitating exchange through some country that does both.

The ignorance of American manufacturers as to the facilities that exist for financing export operations is largely due to the apathy of the banks possessing those facilities, which instead of seeking out their customers expect the latter to seek them out. This is the result of an ultra-conservatism, which leads them to believe that "advertising" is not in keeping with their line of business, a position that no wide-awake business man will agree with.

TARIFF WAR WITH RUSSIA UNLIKELY

LITTLE is to be feared from the attacks made in Congress and in the Russian Duma upon the business relations between this country and Russia, growing out of the abrogation of the treaty of 1832, as it requires the sanction of the Emperor himself to make it possible to increase the import duties on American goods imported into Russia, and this is very unlikely to be given. It could not, in any case, occur before January 1, 1913, the date when the abrogation of the treaty goes into effect.

Indications are that negotiations for a new treaty will not be undertaken seriously before September. In the interim the Russian general elections will have been held and the great American quadrennial political conventions will have passed into history. Removed from all likelihood of political influence in either country, it is felt that the negotiations then can be conducted in a calm and judicial manner and that the result will be a treaty satisfactory to both sides.

SHIPBUILDING AND OCEAN FREIGHT RATES

HE shipbuilding returns for 1911 show that the steamship companies expect a continuance of the present boom in ocean freights, which are the highest in this market in ten years. In reviewing the shipbuilding and marine engineering industries, the "Glasgow Herald" states that 1911 was the most remarkable year since the construction of ships began to take a leading place in the trade of the world. Expressed in figures only, the results of the work of the twelve months speak eloquently of a period of extraordinary activity in almost all the shipbuilding countries-America alone excepted. This advance can only be accounted for by the steady demand for new ships, and it says a great deal for the absorbing power of the world's shipping and of its naval requirements, that the launching in one year of 3,190 vessels aggregating 3.568,076 tons, and requiring engines of 4.113.469 indicated horse-power for their propulsion, is justified by current trade conditions.

The Panama Canal and Latin-American Development

In the following article the Honorable John Barrett, Director of the Pan-American Vulon, and an engine of the Pan-American of the Pan-American Culon and the State of the Pan-American Control on Coeffe on Letter American Control on Coeffe on Letter Control on Coeffe on Coeffe One of the Pan-American Control on Coeffe Coeffe One of the Coeffe on Coeffe Coeffe One of the C



HARDLY dare express in plain language my honest opinion as to the possibilities of the trade which ought to develop between the United States and the west coast of Latin America following the opening of the Panama Canal. There is danger that I will be ac-

cused of exaggeration or declared to be an unwarranted optimist.

The statement of a person who has studied this question as carefully as I have tried to do should carry weight, and hence I must be conservative in my estimates, even though they do not entirely come up to my real opinions.

My greatest desire as the head of an international institution which is devoted to the development of commerce and fraternity among the American republics is that the Panama Canal shall prove not only a broad and popular gateway leading to a vast new commerce, but to an equally broad new acquaintance and friendship between the countries and peoples of the United States and those of the west coast of Mexico, Central America and South America. There is no influence in the world that helps more to build up trade than personal acquaintance. If the business men of one section of the United States get well acquainted with those of another there follows at once a large exchange of products. The same principle applies to the relations of nations.

It is to be hoped that the opening of the Panama Canal will cause new steamship lines to be started with up-to-date vessels which will carry every week large numbers of business and other representative men of the United States not only to the countries of the west coast of South America, but to that coast reaching from Panama northwest to California. In turn it is to be expected that they will bring back a corresponding class of men from the Pacific Coast countries of Latin America.

One of the principal reasons why I believe that there will be a great development of trade between the United States and the Pacific countries of Latin America which reach from Mexico south to Chile is that the western shores of those nations are in their material development just about where the Pacific Coast of the United States was prior to the completion of two or three of the transcontinental railways. In those days the world knew that California, Oregon and Washingon and the States immediately back of them were resourceful, but they had little idea of the won-

derful progress which they would make during the next thirty or forty years. Today all persons who study and are familiar with Latin America are convinced of the immense potentialities of the twelve Latin Amercan countries bordering on the Pacific Ocean, but they do not always stop to think that the completion and opening of the canal will have a corresponding effect upon their trade, their industrial development and their population which the transcontinental railways had upon the Pacific Coast of the United States.

We must not be prejudiced against the West Coast of Latin America just because its commerce at the present time seems small compared with that of many other sections of the world or because its exchange of trade with the United States does not total to a large sum. We have only to look back a few years in the history of various States and cities of the United States to find that their business with the rest of the country was hardly worthy of consideration, and yet now it counts into millions of dollars. Give any section of the world the best transportation facilities, change conditions so that it can be easily reached by both passengers and freight, and sure progress will result. Let us, therefore, note some interesting facts about these countries which will be approached directly from the Gulf and Atlantic ports of the United States through the Panama Canal instead of being obliged to make the long and expensive detour around South America and through the Straits of Magellan.

The coast line from Panama south to Punta Arenas on the Straitss is practically five thousand miles. The coast line from Panama northwest to San Diego, California, is approximately three thousand miles. We have, then, eight thousand miles of comparatively virgin coast line awaiting the magic touch of the Panama Canal. The following countries have a Pacific Coast line; Mexico, Gnatemala, Salvador, Honduras, Nicaragna, Costa Rica and Panama in the continent of North America, and Colombia, Ecuador, Peru, Chile and practically Bolivia in the continent of South America, Looking first at the group of countries forming the West Coast of South America, we find that these five nations conducted last year a foreign trade, that is bought and sold with the rest of the world products valued at \$386,813,692. This is indeed a remarkable amount when we bear in mind that it has been developed without the canal, but it is all the more remarkable when we realize the fact that it represents an increase of nearly one hundred per cent. during the last twelve years. If, then, these five conntries can conduct a trade of this magnitude when isolated, as it were, from the rest of the world by the long route around South America, it is safe to predict that with the canal opened their commerce will grow to one billion dollars (\$1,000,000,000) within ten years after the completion of the canal. In this the share of the United States will be whatever the exporters and importers of the United States wish to make it. If they go after the business with the advantage which they will have from a direct route south and north through the canal, there is no reason why they should not control the major portion of it. If they neglect it and allow the manufacturers the exporters and the importers of Europe and Japan to out-distance and out-general them in the competition they will be disappointed in the benefits of the canal.

These five countries of the West Coast of South America have a combined area of 2,000,000 square miles-a magnificent territory equal to two-thirds the area of the United States and having a remarkable variety of climate and resources. It is perfectly reasonable to contend that these countries can easily support ten times their present population. Nearly all of Chile, which reaches for approximately 2,000 miles from its most southern to its most northern point, is in the southern temperate zone. Large sections of Bolivia, Peru, Ecuador and Colombia are at such an elevation above the sea that even directly under the equator they have a climate like that of the northern temperate zone, without its extremes. I must not be misunderstood in this, however, for there are large extensive areas in these last four countries which are very tropical, but that does not mean, on the other hand, that they are incapable of great development. Tropical lands permit of a high degree of agricultural profit, and tropical products are needed for our food supply as well as those of the temperate zone.

In view of the great importance of climate in this matter of trade development, and of the fact that there is so much misconception in regard to tropical countries, I desire to point out some examples of what I mean. Whereas the climate of the Pacific Coast of Colombia, Ecuador and part of Peru is so tropical that men from the temperate sections of the United States find it uncomfortable to live there permanently, it is possible within two or three days' journey on muleback or one day's journey by railroad, where railroads are built, to reach plateaus of vast extent where the thermometer seldom, if ever, goes above eighty degrees Fahrenheit, and even goes as low at night as sixty. Bogota, the capital of Colombia, where I had the honor of once serving as United States Minister, is only a few hundred miles from the equator, and yet I never saw the thermometer in my library go above seventy-eight. Early in the morning it usually registered about sixty. This city is located on a beautiful plateau 8,000 feet above the sea, covering an area as large as the State of Massachusetts, and growing the characteristic products of the temperate part of the United States. There are several other plateaus in Colombia like this of Bologa, where white people can live and carry on the pursuit of business and agriculture in the same comfort which they can enjoy in the United States. At the same time it is possible by rail or on muleback to descend within a few hours from these plateaus into wonderful valleys where all the flora and fauna of the tropical world are found in abundance.

In Ecuador one finds at Guavaquil, although on a tropical coast, a busy, prosperous and rapidly growing city. From there he can proceed by rail to Quito, the capital, which is located 10,000 feet above the sea and almost under the equator, and yet has an equable and healthful climate all year around. Although Lima, the capital of Peru, is located in the low section of that country not far from the sea, it is far enough south so that it has a climate not much unlike that of Havana. Back of it, however, are great highlands and plateaus where the climate is not unlike that of the central portion of the United States. La Paz, the capital of Bolivia, is located at an altitude of 12,000 feet above the sea, and it never gets as warm there as it does in Washington, and it is never colder than New Orleans. A great portion of Bolivia has a healthful temperate climate, while much of the low country is located at a sufficient altitude to have healthful conditions. Santiago, the capital of Chile, and its great port. Valuaraiso, are so far south in the southern temperate zone that they have a climate which never gets as hot or as cold as that of Washington,

It is bard to predict any limitation upon the railroad construction, the opening up of the interior, the utilization of water power, the extension of mining, the exploitation of agriculture, and the starting of new cities, towns and colonies which will follow along this rich West Coast after the canal is opened. I look to see it enjoy a hoom almost as great as that enjoyed by California, Oregon and Washington when they beame easily accessible to the rest of the world.

Looking now at the country northwest of the canal, we find that the greatest energy and the principal population of the Central American countries debouches upon the Pacific Ocean. The best development is not upon the Caribbean Coast, but upon the Pacific. In Mexico it is different. The chief development has been in the central and eastern sections, but the Pacific Coast of Mexico has undoubtedly a great future before it, and it needs only the completion of the Panama Canal and the construction of more railways to enter upon a period of prosperity and exceptional progress. The six Central American countries reaching from Panama to Gnatemala last year conducted a foreign trade valued at a total of \$67,161,000. This is sure to double itself in a short time after the Panama Canal is opened. Already the United States has the largest share in it and should continue to occupy that position. The population of these countries at the present time is 5,534,500. It should grow rapidly after the opening of the canal and as a result of the new era of railroad construction and freedom from revolutions which is now being inaugurated. It is difficult to estimate exactly the commerce of the West Coast of Mexico, but the fact is true that it is increasing rapidly.

In this discussion I have not taken into consideration the development of trade through the canal with Australasia, the Pacific Coast of the United States, Canada and Alaska, or of Japan, China and the Philippines, but there will surely result from the new life and prosperity which will come to the West Coast of Latin America a commerce between that section and those just named in addition to the direct exchange of products with the Atlantic and Gulf ports of the United States. For example, the new buying capacity and the new demand which will characterize western Latin America after the canal is opened will build up its commerce with California, Oregon and Washington, with Japan, with the Philippines and with Australasia. This, in turn, will benefit all of the United States because it will add to the volume of commerce of western Latin America, and therefore help its buying and selling capacity in its trade with the United States.

Some conception can be formed of what will happen along the West Coast after the canal is completed from what is going on now. The number of travelers, tourists, commercial agents and representative business men who are visiting the western portions of Central and South America is one hundred per cent, greater than it was five years ago, when the Pan-American Union first began to call their attention to this field and to the possible effects of the Panama Canal. The passenger traffic of the vessels running to the ports of Central and South America is far greater than a few years ago. Correspondingly there are many more Latin Americans coming from these countries to the United States. If the opening of the canal is signalized by high class passenger vessels running directly between the principal Atlantic and Gulf ports of the United States and those of the West Coast of Latin America, there is no question that the volume of commerce will grow in proportion to the increase of travel.

In conclusion, I cannot urge too strongly upon chambers of commerce, commercial organizations, manufacturing, exporting and importing firms which have not yet investigated and studied carefully the Western Coast of Latin America, that they should lose no time in familiarizing themselves with the conditions of trade, of banking, of demand and supply, of consumption, competiton, natural resources, climate, social and economic characteristics-all of which have a most direct bearing upon the building up of trade in countries, with which the commercial world is not entirely familiar. In short, the motto of all interests affected by the canal should be "Get Ready for the Panama Canal."

FOREIGN STEAMSHIP LINES PREPARE FOR CANAL OPENING

During the present year, and until the opening of the Panama Canal, the steam tonnage operating to and from the many ports on the Pacific Coast will be increased to tremendous proportions. Numerous steamship lines not now operating in the North Pacific have announced services to be established with the opening of the canal and others now in service will make important additions to their fleets.

The Blue Funnel Line, which is now operating a fleet of the largest freighters in the Pacific trade from Liverpool and the Orient, will add two new steamers to the line. The Nippon Yusen Kaisha have announced the construction of two new steamers, to be known as the "Yokohama Maru," and the "Shidzouka Maru." Another Japanese line has been investigating ports on the Gulf of Mexico with a view toward inaugurating a line from Japan through the Panama Canal. The Kosmos line has announced four new steamers for the Pacific trade, each to be of about \$2,000 tons. This company has already a large fleet of freighters in the service and is planning on making use of the Panama Canal with an extended service.

The Harrison line, which inaugurated a service to Puget Sound a few months ago to be early in the field to secure traffic which will develop via the Panama canal, is building three large steamers-the Actor. Sculptor and another vessel. The Swedish-Johnson line, a Christiana firm, which has announced its intention of entering the service as soon as the Panama canal is completed, has ordered four steamers of 8,000 tons register from British firms; the Holland-Amerika line of Rotterdam, which will also come into this trade, has ordered two additional steamers for its fleet, each of 1,000 tons register, and many other lines are reported to be contemplating providing vessels of large tonnage for this service. The Leyland, Royal Mail Steam Packet and other lines now trading to the Gulf of Mexico are reported to have plans for sending vessels through the canal to the North Pacific.

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American Steel Products Cover the World

The \$250,000,000 worth of iron and steel, and \$15,000. 000 worth of agricultural implements exported from the United States last year found markets in practically every part of the civilized world. Steam locomorives and steel rails went largely to Canada, Mexico, Brazil, Argentina, and Japan Structural iron and steel of American manufacture is being utilized in increasing quantities by most of the leading countries of North America, as well as in Australia and Japan. The farms of Canada, Argentina, Brazil, Australia, and New Zealand are requiring increasing quantities of American wire. The sales of electrical machinery show a healthy expansion in such important markets as the United Kingdom and other European countries as well as the newer communities of the western hemisphere. American cash registers and typewriters are facilitating business in offices scattered in every part of the world-in France, the United Kingdom and Germany; in Canada, Mexico and Cuba; in Argentina and Brazil; in India and Australia, and in many other countries, nearly all of them showing larger totals in 1911 than in any earlier year.

Export Freight Movement Best in Ten Years

The year just past closed with remarkable activity in export freight movement. A genuine boom is being experienced in the export trade at all the Atlantic ports. With more tomage existing than ever before, this is so well employed at the present time that it is unable to meet the demand of shippers of all classes of commodifies being sent abroad from this country. Commission merchants and forwarding agents are finding the utmost difficulty in getting space for their clients. All room for freight has been engaged for at least a month ahead. Although this is the best season of the year for export business (September to March being the most active period), this year there is an ususually heavy volume of freight moving, even for the busy season. Steamship agents state that trade is better than for ten years past.

Large Increase in Trade with Russia

Trade between Russia and the United States has practically doubled in the last decade, the increase occurring in both imports and exports. Hides and wool are the principal articles imported from Russia, and cotton, agricultural implements, binding twine, manufactures of iron and steel and manufactures of leather are the most important of the exports to that country.

The following table shows the value of our imports from

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Exports Last Year Eclipse Previous Record

The foreign commerce record of 1911 so far as it relates to total imports and exports shows imports \$81,522,01,860, a larger total than in any year except 1910, which showed \$81,552,024,135 as the value of imports. The exports of the calendar year 1911 were valued at \$2,024,275,147, a larger total than in any preceding year and considerably larger than the total of \$1,024,127,035 shown by 1917 the former high record year in exports.

The excess of exports over imports in the calendar year just ended was \$50,441,80. a larger excess than in any year since 10.88, when the total was \$50,5000,000,000, while that of 10.000 was \$50,0000,000. The dutable imports were \$53,18,10.00 in value; those free of duty \$70,14,50,8%, the share entering free of duty \$60,14,50,8% erent. The total foreign commerce was \$3,025,005,000, against \$3,489,163,005 in 1010, the former high record year.

Advice to Tenderers for Contracts Abroad

American manufacturers and contractors tendering for contracts in foreign countries are warned that tenders based on any variation from the specification on which the contract is offered are usually disallowed. If it be desired by a tenderer to introduce any variation whatever, it would be well for him to put in two tenders, one adhering strictly to the specification and the other based on such variations as he desires. The variations should be such as will enable him (a) either to tender at a lower cost than in his first tender, while showing that the variations do not materially affect the efficiency of the work to be done, or (b) to tender at the same cost as in his first tender while showing that the variations make for increased efficiency.

Export Selling Agency for Steel Producers

It is stated that plans are under way for the formation of an export sales company by the independent steel and iron producers to act for them in a similar capacity to the United States Steel Products Export Company. Although the plan has by no means crystalized, \$2,000,000 capital is regarded as sufficient to handle the business, and the practical method so far considered best for the equable distribution of profits is the pooling system by which the independent companies using the exporting company as their sales agent abroad, will share pro rata in returns on a basis of tonnage production.

Marconi Company Equipping Pacific Lines

The Marconi Wireless Telegraph Company of America has accured the contract for equipping five of the Matson Navigation Company's steamers and the sets are now being installed at Sau Francisco. The steamers Portland and Lewis Lnecknach of the California-Atlantic Line, sailing from New York to San Francisco carly in January have Marconi installations, withe six other ships of this line are to be equipped at San Francisco. Mr. A. 11. Gimman with headquarters at 46th Street and Clement Avec, San Francisco, has been placed in charge of the Marconi Company's Pacific Coast department.

SOUTH AND CENTRAL AMERICA, ETC.

Of Interest to Shippers to Iquitos

Shippers to the River Plate and Brazil will be interested in the improved service from New York of the Prince Line, which went into effect this month. Sailings are now as follows; for Rio de Janeiro and Santos on the toth and 23th of each month; for Pernamonco and Bahia on the 23th of each month, calling at Cabedello, Maceio, Victoria, Paranagua, Sao Francisco Osiu, Florianopolis and Rio Grande do Sul as sufficient inducement offers, or transshipping for those ports at the most convenient port; for Montevideo, Buenos Airas and Rosario on the toth and 25th of each month, with connections for other ports in Argentina, Uraguay and Paraguay. Paul F. Gerhard & Co, 10 Bridge St., New York, agents of the Prince Line, announce that

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A combination of American and Canadian capitalists has been formed to establish in Brazill the largest beef-producing project in the world. The syndicate has bought from the Brazillian Government googoog acres of land, for the most part level, well watered, with lagoons and streams and with water level casily reached by wells of from £5 to 40 feet in depth and with a soil that ranks as one of the most fertile in the world.

A large part of the syndicate's land will be farmed with traction plows and other modern machinery, where the least possible labor and the greatest amount of power may be used. The syndicate will go into hog ratising as well as beef. It also believes in alfalfa and will get in as large an acreage of it as possible, as it is the best food known for cattle and pigs.

Will Construct Oil Pipe Line in Mexico

The Huasteea Petroleum Company, of Los Angeles, Cal, will begin immediately the construction of an oil pipe line from Tampico to the city of Mexico, a distance of about 300 miles in a direct route. A feature of the line will be its mounting from sea level to the top of the central plateau reaching an altitude of 7,000 feet within thirty miles. The line and pumping stations will cost about \$5,000,000.

Hansa Line Preparing for New Services

Recognizing the developments which the Panama Canal will bring about, the Hansa Line of Bremen has decided to establish a freight service from Atlantic and Gulf ports to the west coast of Central and South America. The Hansa Line has for some years been operating a number of freight services from New York to South Africa, the East Indies, and Australasia, the last named in connection with the United Tyser Line. It is the intention to begin operations as soon as the Panama Canal is open for tradition.

The Iquitos Steamship Co., Ltd., Booth & Co., Agents, 17 Battery Place, New York, has issued the following notice in regard to shipments for Iquitos, Peru. "In order to avoid the threatened dislocation of our service to Iquitos, pending the settlement of the unfortunate controversy which has arisen between the owners of the Iquitos Muelle and the Custom House at that port, we have decided (if the Custom llouse Inspector will agree) to pay for the labor required in the Custom House warehouse until such time as a permanent settlement of the dispute is arrived at. To cover these extra costs we shall increase the primage added to our rates of freight from 10 per cent. to 15 per cent. commencing with the sailing of our next steamer, the "Ucayali" on January 25th, such additional 5 per cent. to be discontinued as soon as we are relieved from the additional expense caused by the Custom House labor. Meanwhile our head office has instructed our agents by cable to make arrangements for the due discharge of the s. s. "Huavna" on arrival at Iquitos from Liverpool, and provided that no other arrangement has been made, we, if the Custom House permit, shall in this instance pay the cost out of our own pocket." sailing of February 28 from New York for Iquitos has been cancelled.

Increased South-American Banking Facilities

Although outside of Mexico and Cuba, banks representing American capital are scarcely known, our National banks being prohibited by law from engaging in banking operations abroad, it is stated that a syndicate of capitalists which last year embarked in a European campaign of establishing joint banking branches and sales agencies for American manufacturers has decided to concentrate itself on the South American field. The Panama Canal is expected to accelerate the growing development of trade between North and South America and other countries are preparing themselves for this prospect. The United States banks intending such operations must be prepared, therefore, to find competitors already established. In the West Indies, for instance, a powerful Canadian bank has recently opened a branch in San Domingo in order to strengthen its posi-In South America, British, French, tion in that area. Italian, German, Spanish and native banks are all engaged and offering facilities to traders. The chief instance of the present activity in Argentina, Uruguay, Chili and Brazil, is that of the extension of the London & River Plate Bank, which has doubled its capital from £2,000,000 to £4,000,000 in order to keep pace with the growth of its business.

Port Improvements at Montevideo Completed

The Uruguayan Minister of Public Works has practically completed the plans for the 8½ miles of railway which is to be constructed at once along the docks of Montevideo. Contracts for the sleepers have been signed, while the rails and other materials required have been arranged for. The fire-proof warehouses on the wharves are nearing completion, and the whole work should be completed this month.



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THE unavoidable delay in the production of the eighth (1912) edition of our EXPORTERS' ENCYCLOPAEDIA will enable us to publish the work with many recent corrections added. Our subscribers will therefore receive a book which is practically up to date and accurate, and for that reason we do not print any "correction notes" in this issue of the EXPORTERS' REVIEW.

The few changes that have occurred since January 1, 1912, will be shown in the February issue of the EXPORTERS' REVIEW (pages 20 and 21) and those pages will be devoted during the year to corrections and additional matter for the 1912 ENCYCLOPAEDIA.

These pages are so arranged that they may be readily removed from the REVIEW and they should be handed promptly each month to the actual user of the ENCYCLOPAEDIA, for insertion at the pages indicated.

Unless the "correction notes" are inserted in the ENCYCLOPAEDIA the value of that work is greatly impaired. We therefore ask our subscribers to pay particular attention to this matter and notify us if the EXPORTERS' REVIEW does not come to hand promptly on or before the 20th of each month.

The 1912 ENCYCLOPAEDIA will be ready for delivery early in February, and will be mailed promptly to all subscribers that have sent in their orders, and we would earnestly request those that have not renewed their subscriptions for 1912 to do so at once, as one mistake in making an export shipment is liable to cost more than the price of the new book, namely, \$5.00, including monthly "correction notes" and the EXPORTERS' REVIEW for the full year.

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Aumento del Trafico entre los Estados Unidos y Sud America

E Trafaco concercia catre los Enados Unidos y la America del sur distrate el nde de 1912, es computar en mas de XOMANDOM. V anunyme tan la lapportecimos in ma civacio activa del sur Exportaciones, gradualmente nos aprovimentos an intel. poetos que las exportaciones del año de 1910, has sidos considerablemente mayorere de lo que feoron en el año de 1910. O considerablemente mayorere de los que feoron en el año de 1910. Contra de 1910, de 191



L valor de las operaciones mercantiles entre los Estados Unidos y la America del Sud durante el año que acaba de pasar, se computa en \$300,000,000, cuyo valor excede grandemente todo lo que ha sido en los mejores años anteriores. En 1010, se calcularon

llegar a ser con valor de \$144,000.000; en 1905, \$211.000.000 y en 1910. \$250,000.000; mientras que en los
primeros 11 meses de 1911 segun los detalles a manos,
montaron a \$273,000.000, entre los cuales \$39,000.000
pertenecen al mes de Noviembre, lo cual indica muy
claramente que el año entero habrá un exceso sobre
los \$800.000.000

Las importaciones de Sud America, son aun mayores que las Exportaciones à ese Continente, pero estas crecen rapidamente en su parte proporcional de la totalidad de las negociaciones. En 1910, las importaciones se calcularon ser de \$10,000.000 y la exportacion \$4,100.000 o sea un 20% de la totalidad de las operaciones, pero en los primeros 11 meses de 1911, ventos que mientras la importacion alcanzaba a ser por valor de \$143,000.000, la exportacion, fué de \$109,0000-000, o un acrés del tráfico total.

Las importaciones en los Estados Unidos, procedentes de Sud America vienen principalmente de las Republicas que nombramos mas abajo y en el orden en que se ponen, los valores, siendo computados para todo el año, pero basandose en lo que fueron en los primeros once meses de que hay datos en los Archivos estatisticos del Departamente de Comercio y Labor, en Washington, Tenemos pues que del Brazil, la totalidad promete ser de \$10.000.000, contra \$104.000.000 el año pasado; de Argentina, \$28,000,000 contra \$32,000,000 en 1910; de Chili \$19.000.000 contra \$20.000.000 el año anterior; de Colombia. \$10.000.000 contra \$7.750.000 el año anterior; del Perú, \$9.000.000 contra \$8.500.000 en 1910; del Ecuador, la importacion del año es algo mas de \$2,000,-000; de la Guiana Inglesa, algo ménos de \$2,000,000 mientras que de la Guina Holndesa es cosa de \$1,000,000. En resumen los Estatisticos del Gobernio calculan que la inportacion de productos de Sud America, en 1911, será de unos \$183.000.000 lo que es algo ménos de lo que fue en 1010 cuando el total llegó á ser de \$180,000,000.

Por contra, las Exportaciones para la America meridional, muestra un aumento bastante notable y su totalidad se calcula que será \$120,000,000 escediendo en un 20% las mas altas cifras de que hay notas y que llegaron aser de \$100,000,000 en 1910, el mejor año hasta esa fecha. l'ara Argentina, que es muestro mas importante mercado en Sud America, mandamos de nuestros productos, por valor de \$4.2,750.000 en 1910, mientras que en año de que nos ocupamos, alcanzaron a \$50.000.000; el Brazil, nos tomó \$28.000.000 contra \$25.000.000 el año anterior; Chill, de \$10.000.000 en 1910: a bisorbe este año, \$15.000.000; mientras que el Perú, de \$5.000.000 sube su consumo a casi \$0.000.000; tambien el Uruguay de \$4.500.000 sube a \$5.500.000; mientras que Venezuela igualmente los aumenta desde \$3.000.000 gasta \$4.000.000 y por último, Colombia, para no andar detras de sus hermanas Republicas, compra de los Estados Unidos por valor de \$5.000.000 contra \$2.060.000 en 1010.

Comestibles y materias primas, son los principales articulos que los Estados Unidos importan de Sud America, mientras que nuestras manufacturas son el nucleo de lo que les embarcamos. De los \$15,000,000 en Nitrato de Soda que traemos, casi todo viene de Chili, mientras que en Cafe, Brazil contribuye mayormente al consumo del país, pues que consumimos de 500,000,000 de libras de Colombia, 40,000,000 de Venezuela, las Islas del Oceano Indio, dandonos unos 12,000,000 de libras y otros lugares cosa de 1,500,000 libras.

Del l'erú, traemos unas 40.000.000 libras de barras de cobre y de Chili umas 15.000.000 lbs mineral del mismo metal. Un 25% de la importacion del Cacao, nos viene del Ecuador y Brazil, ambos enviandonos cosa de 25 a 3.000.000 de libras o leual junto con lo que nos viene de otras partes surte nuestro consumo de 100 à 12.000.000 de libras anuales.

Argentina, Colombia. Urugnay y Venezuela, nos mandan grandes catidades de Cueros crudos mientras que Barail y Argentina, nos mandan igualmente gran cantidad de pieles de chivos y ovejas. De la mitad à una tercera parte del Hule que consumimos, viene del Brazil, habiendo recibido de alli en 1910, 40,000,000 d libras en una importacion anual de 101,000,000.

Nuestras Lanas importandas mayormente nos vienen de Sud America, pues de los 4,000.000 de libras de lana para ropa importadas en 1911, 13,000.000 de libras son de Argentina, mientras que el resto procede del Reino Unido, Australia y Tasmania. Mueha de la Lana que se usa para hacer an'ombras y otros artículos, viene, tambien de Augentua.

Los articulos que exportamos y que son los que han tenido mas notable aumento en el movimiento mercantil, son, Implementos para la Agricultura, Carros, Carruages Manufacturas de hierro y acero, aceited de alumbrado, Generos de Algodon, Maderas. Medicinas, Harinas y Carnes diverso.

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EUROPE-GREAT BRITAIN AND THE CONTINENT

Immense Sum for London Port Improvements

The Port of London Authority, which has control of all the docks on the River Thames, has decided to spend £250,000 (\$41,500,000) as the commencement of a gigantic secheme for bringing the port accommodation of London up to date. A new dock is to be constructed to the south of, and parallel with, the Royal Albert Dock. Tenders will be invited shortly and work will be started in the spring. The new dock will be 4500 feet long, \$6 feet deep, with a total usable question of 90,000 lineal feet and a water area of 100,000 lineal feet and a water area. If the 200 feet, tapering to 500 feet at the western end. The entrance lock will be \$50 feet long, \$10 feet wide and 45 feet deep.

The present Royal Albert Dock was opened in 1880 and was then considered the fines in the world, but the rapid growth in length, and depth of steamers has materially reduced its value as regards modern traffic. That dock is also to be improved. Its depth is to be increased from 27 feet to 29 feet 6 inches, the upper lock entrance will be widened, the quaps widened and a new dry dock added. These improvements will be additional to the big scheme above indicated.

Fast Steamer for Scandinavian Trade

The Scandinavian-American Line has decided to order a fast twin-screw steamer for its mail service between Co-penhagen-New York. The vessel will he provided with all the latest improvements for the passenger trade, especially in the first cabin. The capacity of the ship will be 12,000 tons, and her displacement 17,050 tons. She will be fitted with 1,000 horsepower engines, which will give her a speed of 12 knots, thereby enabling her to make the trip between Christiansand and New York in about eight days. Her dimensions will be as follows: 540 feet long, 62 feet broad, and 41½ feet deep.

Germany's Foreign Trade Makes New Record

Germany's foreign trade for the year 1911 established new records in imports and exports. The imports reached a total value of \$2,3%6,200,000. This is an increase over the previous year of \$15,3500. The exports reached a total value of \$2,025,450,000, an increase of \$15,650,000.

Large Shipment of Household Goods

One of the largest single shipments of lousehold goods ever made to this country, consisting of nine lift van loads, a number of packed cases and two carriages, will arrive at New York this month, consigned to the Angle-American Lift Van Co, 26 Broadway, New York. The goods comprise the furniture, works of art, library, etc., of the newly appointed Russian Ambassador, M. George de Bahkmetieft, and will be shipped to Washington, D. C., by rail. The lift-vans were loaded in Vienna, Austria and the contents will not be disturbed in any way until they reach their destination. The work of unloading the vans in Washingto will be done under the personal supervision of Mr. F. C. Tamlyn, manager of the Anglo-American Lift Van Company.

British Territory Still Our Best Market

The growth of American commerce with countries and colonies under the British flag has been steady and in the case of certain countries, notably Canada, very rapid. In 1995 the first ten months' record of imports from British territory was \$250,000,000. In 1911 figures are, however, slightly less than the total for 1910, when the ten month's imports aggregated \$40,000,000. Exports to British territory for corresponding periods of the years named meantime grew from \$583,000,000 in 1911, an increase of \$37,000,000 in 1905 to \$750,000,000 in 1911, an increase of \$77,000,000. The share of the imports into the United States brought from British territory is about 30 per cent, while about 450 per cent, of the exports goes thereto; and of the total foreign trade, approximately 40 per cent, is with British territory.

English Merchants Here on Business Tour

Mr. Charles Brooks of the American Drug Stores Co, A Orange St. Haymarket, London, W. England, Mr. T. W. Theakston, managing director of Priehard & Constance Ltd., Haymarket, London, W., and Mr. Gow Gregor, Manager, Kolymos, Inc., have arrived in the United States on a business tour. Mr. Brooks' address in New York will be in care of American Express Co, 6g Broadway, an Importer of perfumery, etc., at 43 West 27th St., New York. Mr. Theakston is here to consider the taking up of Distributing agencies for Great Britain of American proprietary medicines, perfumery, toiled articles and sundries. All communications respecting propositions of this character should be sent to the above address.

New Boat for Austro-American Line

The seven large steamships engaged in the New York and Triests service of the Austro-American line will receive an addition this year. The new vessel now building is designed on the scale of the Martha Washington and is sexpected to make the trip across the North Atlantic in the same time, fifteen days, the usual time being seventen days. The boat's name is the Franz Josef I, and the maiden voyage will be next April.

Three 50,000-Ton Boats for Hamburg Line

The Hamburg-American Line has ordered a third 500-ton liner for the transtralanie service. She will be a sister ship of the "Imperator," which has a length of 800 feet and a 90-foot beam. The "Imperator," which has 00 pinto service in the spring of 1913, will have accommodation for 5000 passengers.

Italy Again Orders Our Armor Plate

The Italian Government has ordered 2,500 tons of armor plate from the Bethlehem Steel Co. This is an addition to a recent order of 5,000 tons.

A S I A INCLUDING EAST INDIES, ETC.

Malay States Promising Field for Trade

Contrary to the experience of almost every country the Federated Malay States have been able to carry out their development work without borrowing. Not only are the States free from debt, but they have constructed roads and railways, waterworks, and other public works out of revenue. and have built up a reserve fund largely in excess of expenditure. In fact, the finances of the country are in such a healthy condition that the Federation is advancing to Siam the sum of £4,000,000 in order that a railway may be constructed through her Eastern States and thus form a link between Siamese and Malayan territory. No country possesses a better road system. The mileage at the end of 1909 was 1.875 metalled roads, 2251/2 unmetalled, and 1.477 miles of bridle roads. These roads have a splendid surface, and, consequently, motoring and motor traction is carried on extensively throughout the interior. American motor car manufacturers in search of fresh fields would find promising territory in the Malay States.

To Increase Trans-Pacific Fleet

It is reported that the Pacific Mail Steamship Company will shortly float a bond issue of \$20,000,000 for the construction of four immense passenger and freight steamers to ply between New York and Hong Kong, via San Francisco and Honoliulu, when the Pannau Canal opens and for terminals, etc. The steamers will have a gross tonnage of \$5,000; with cargo capacity of 15,000 tons each and will carry 400 first and 250 second class passengers and 300 sterenge. The speed will be 18 knots. The vessels will be 680 feet in length and will be of the oil jurner type. They will cost about \$11,000,000.

Cut in Freight Rates for Siberian Ports

In consequence of the establishment by Messrs, Rickmers, of Bremen, of a steamship line from that port to eastern Siberia, the shipping companies engaged in that trade from Germany have decided to "cut" rates of freight. Considerable freight is shipped from the United States to Vladivostock, Siberia, by way of Hamburg and Bremen, which should make this cut in freight rates of interest to Americans shippers.

Fast Steamers for Trans-Pacific Trade

Two magnificent three-funnel niers are being built for the Canadian Pacific Railway Co's passenger and cargo service between Vancouver, China and Japan. They will be of the following dimensions: Length, 720 feet; beam, 68 feet. depth (to upper deek), loaded 38 feet. They will have accommodations for 200 first-class, soo second-class (Asia-tic), and 1,000 steerage (Asiatic) passengers. The new vessels will be driven by four quadruple turbines, and will maintain a speed of 18 knots. This will reduce the passage from Vancouver to Hong Kong from 22 to less than 20 days.

Change in Firm Name of Steamship Agents

The firm name of Howard, Houlder & Partners, Incorporated, the well known steamship agents, was changed on January 1, 1912, to Houlder, Weir & Boyd, Incorporated. Mr. Howard Boyd, whose name has been added to the title of the firm, has been the manager of the company's business in New York since its establishment here several years ago. Houlder, Weir & Boyd, Inc., are agents of the following lines, operating from New York; American & Oriental Line for Aden, Singapore, the Philippines, China and Japan; the American & Rio Plata Line for Montevideo, Buenos Aires, Rosario, La Plata, etc., and the Maple Leaf Line (New York & Vancouver Line) for ports in British Columbia. In addition to this the firm looks after the interests in the United States of the Weir Line and the Houlder Line, operating from British ports to the Far East, Pacific Coast ports and the River Plate.

To Foster Cotton Growing in Turkestan

A bill containing measures to be adopted for the extension of the growth of cotton in Turkestan has been drafted by the Russian Minister of Agriculture. His desire is to make Russia independent of foreign cotton and especially of American cotton, and the bill he has introduced fias given an impetus to efforts in this direction. The measures contemplated by the bill include the fostering of private enterprise in trigation work among the irrigable sections of the Kara-Kum Stepnes to the northeast of the Cassian Sea.

Turkey Approves Anatolian Railway Grant

The Turkish senate has approved the convention between the government and the Anatolian Railway Company for the construction of a railway from Ada-Bazar to Bolou, an important mining center some fifty miles inland from the Black Sea coast. Ada Bazar is the present terminus of a branch line of the Anatolian Railway that starts from Hamidich, a little beyond [smidt]

Export Trade with China Shows Recovery

Trade of the United States with China in 1912, approximated \$55,000,000 in value, of which about \$23,000,000 represented exports to and \$32,000,000 imports from China. Exports to China show distinct signs of recovery from the depression which first became pronounced in 1906 and continued without abatement down to the end of 1010. In 1905 our exports to China rose to the unprecedented total of \$50,000,000; the next year showed a shrinkage of nearly 50 per cent., the total for 1006 being but \$30,000,000; and each succeeding year showed a smaller total until 1910, when the figures stood at less than \$16,000,000, or \$2,000,000 less than in 1901. The first eleven months of 1911, however. recorded a total export to China of \$21,000,000, indicating that for the twelve months the total will be fully \$23,000,000. Cotton goods, illuminating oil, flour, iron and steel manufactures and lumber are the principal articles forming our exports to China.

AFRICA CAPE

Now Is Opportune Time For South African Business

According to George L. Foster, Istely U. S. Vice-Consul at Cape Town, the prosperity of the mining industry of South Africa for the past few years is phenomenal and the demand for all sorts of machinery and equipment used for mining has advanced rapidly. Agriculture in all its branches, he states, is thriving splendidly, which gives the American manufacturer a chance to score, but the cannot do it without expense. He must demonstrate to the farmers the merit of his machinery and implements by sending special demonstrators to give public demonstrations.

Customs duties, together with high freight, protect almost every manufactured article. Tobacco manufacturing, flour milling, brewing, tanning, fruit preserving, furniture making, brown and brush making, manufacturing of confectionery, boot and shoe making, dynamite and candle works are are the principal lines of manufacture. Seven thousand woolen to blankets are made annually by a primitive mill run by a water wheel. But considering everything, Mr. Foster says that the uters to stir things up in South Africa.

Developments Planned for French West Africa

The following is part of the text of a recent statement by the Governor-General of French West Africa, announcing a proposal to raise a loan of \$30,000,000 for railway and port works in that territory. It is proposed to push forward the railway lines towards the populous regions of the Sudan. The total cost of completing this system would be \$91,000,000. For the present it is intended to expend only \$27,000,000, as follows: Thies-Kayes line (to be completed early in 1915), 674 kiloms. long, of which 384 are completed or under construction, \$5,000,000; extension of Kaves-Niger line from Bamako to Buguni (160 kiloms.), \$3,000,000; extension of Dahomey railway from Save to Paraku (180 kiloms.) and thence to Djugu (120 kiloms.), \$4,000,000; in the Ivory Coast, a line from Buake, the limit of the works authorized, to the Comoe, in the direction of the Volta (210 kiloms.), \$4,000,000: the Dimbokro-Kankan railway, through rich rubber and kolanut districts, viz., in the south a line from Dimbokro to Daloa and the river Sassandra (230 kiloms.), \$4,800,000, and in the north the Kankan-Beyla line (220 kiloms.), \$4,300,000; a line in Dahomey to serve the rich oil-palm region of Mono (56 kiloms.), \$900,000; a railway from Porto Novo to Cotonou (27 kiloms.), to take the goods for export carried by the Sakete-Porto Novo tramway, which at present go by way of Lagos, \$950,000. It is intended further to expend \$1,000,000 on the improvement of the port of Dakar, \$600,000 on the construction of a port at Conakry, and \$1,000,000 on the construction of a port on the Ivory Coast

To Establish Iron Works in South Africa

A project has been placed on foot by a number of English ironmanters to start manufactured inromoversing of South Africa. The rolling mills and furnaces have already been built by one of the leading engineering firms in South Staffordshire. Eng. The works will be situated near Cape Town, and bar and guide iron will be manufactured.

Germany to Complete East African Railway

The Reichstag has given the first reading to a bill appropriating \$1,000,000 to complete the Central Railwap German East Africa to Ujiji on Lake Tanganyika. The road is already in operation to within 83 miles of Tabora, the chief trading center of the table-land south of Lake Victoria Nyanza, and will reach that town next Spring, a distance 525 miles from its starting point, at Dar-es-Salem on the coast.

From Tabora to Ujiji is another 255 miles, making the total length of the road 700 miles. It is planned to establish a boat service on Lake Tanganyika after the road reaches Ujiji, and it is believed that considerable freight traffic for it can be developed on this great inland sea of 400 miles in length, as there are various promising agricultural regions adjacent to it.

Great hopes are entertained in connection with the plan of the Belgian Government to build a railway from Buil of the Leulava Congo, to Albertville, situated on the western shore of the Tanganyika, about 50 miles from Ujiji. This open up good connections with the great copper regions of Katanga, which is just now reaching the stage of productions.

Rhodesian Railways Making Progress

The financial history of railway enterprises in Rhodesia has not hitherto been of the happiest, construction having had to be pushed forward on the basis of providing for future rather than existing developments. Of late, however, freight traffic has materially improved through the carriage of railway materials and plant destined for the huge copper workings controlled by the Tanganyika Concessions in the Katanga district, and also the carriage of food and other supplies for those engaged in railway building and in making mining installations.

Rholesia promises to develop an important orange-growing industry in the Manoe Valley, while its expacity to furnish cotton, maize, tobacco, and dairy produce has been amply proved. By next July the railway will be completed to the Kamboev Mine in Katanga, which will link it up, via the Broken Hill line, with the Cape, a distance of 2,200 miles. The Maroe railway will reach the Jumbo Mine soon. An extension to Shamwa is being surveyed, to be followed by another from Unvuma to Victoria, near Zimbabwe.

Immense Possibilities of West African Commerce

West Africa's annual trade at the present time is of a value of Scooopson, a total which has been reached at a steady rate of progression by only the most primitive methods of distribution. Roughly speaking, in 1908, \$3,000,000 worth of manufactured goods were marketed by cance and headload, and \$3,000,000 worth of produce was collected and sent through the bush and down creck and lagoon by similar crude means. A portion of this was helped on its journey to and from the coast by the short (200 miles) completed section of the railway system which is to open up Nigeria, but the overwhelming balance was carried from steamer to inland forest, and from forest to steamer, by human thews and sinews, unaided by steam or any other ally of modern commerce.

AUSTRALIA INCLUDING HAWAII & OCEANIA November of the second

Needs of Australian Transcontinental Railway

The total cost of the proposed transcontinental railway through South and Western Australia, from Port Augusta to Kaljoorlie, is estimated at £4,045,000, including bridges and culverts. £84,000; rails and fastenings, £1,012,000; sleepers and ballast, \$1,038,000; water supply, \$456,000; station yards (including telegraph equipment, terminal accommodation, and workshops and machinery), £335,000; rolling stock, fusion, etc. If internal combustion locomotives are employed, the cost will be reduced to \$1,830,000, owing to the saving to a large extent of the cost of providing water. It is recommended that an extension of the same gauge as the transcontinental railway be built from Port Augusta southwards to Brinkworth, a distance of 96 miles, at a cost of not more than £300,000. This would effect a saving in distance between Port Augusta and Adelaide of \$8 miles.

Big Sum for Australian Port Improvements

A recent report by the Oueensland engineer for harbors and rivers recommends, in view of the rapid growth of trade at Brisbane, the expenditure of a sum of about \$4,000,000 for improving the accommodation for shipping in that port. The

proposed works involve dredging to a depth of 26 feet, the construction of reinforced concrete quays, the laying of railway lines, the intsallation of lighting systems, the construction of sheds, and the installation of a 40-ton floating crane. The Melbourne Harbor Trust contemplate the carrying out of various important works at a total of estimated cost of \$5,000,000.

Big Shipments of Motor Cars to Australia

The German steamer "Schoenfels" sailed from New York last month for Australia, carrying the largest single shipment of motor cars ever sent by an American automobile manufacturer, and leaving a big overload on the dock. to follow on the next steamer.

All the cars were Maxwells, shipped by the United Motor Export Company, the foreign division of the United States Motor Company. They were consigned to the Farmers and Producers Supply Company, one of the largest companies of its kind in Australia. The Willys-Overland Co. is also making large shipments of cars to Australia, a recent shipment including 33 cars for Australia, 15 for New Zealand and three for Tasmania.



750

787

FOREIGN TRADE OPPORTUNITIES

The following are among inquiries received by the Bureau of Manufactures, of the Department of Commerce and Labor, Washington, D. C., during last month. Manufacturers interested can obtain full particulars, free of charge, by writing to the Bureau of Manufactures and referring to the number given

7750 Florigie - United Kingdom.

7781 Gas Plant-New
Zeniand.

Zenland.
Rotary converter
units—Ausiralia.
7783 Glazed kid leather.
7785 Cutting machines
and horse clippers—
England.

Tenders for lighthouse construction-Ur-

Tenders for lighthouse consussed to the property of the proper ines—United Kingdom.

ombined plow and cultivator—South 794

Combined plow and Africa.
Africa.
Agency for American goods—Africa.
Mining concession—India.
Telephone appliances, electric bells, and
petrolenna lamps—Aver East.

Terrorem himps Near rans.
Celtroleum himps Near rans.
Celtroleum himps Near rans.
Iron and steel bridges—France.
Mineral age oil—initia.
Aluminum goods and lead penelis—Mexico.
Mines of manganese, magnetic iron, etc.—
Lerant.
Lera

Levant, Agricultural Implements—Far East, Hollers, asperheaters, economizers, and stokers—Australia, Agency for American goods—Aostralia, Shell and tone crushers—New Zenland. Paper for planolas—Latlu-America.

diuloid noveliles-Mexico. Cetturoid novellies—Mexico. Chemicais, olis and phosphates—Spain. Cigarette machinery. Textile machinery. Bussis. Lumber. Unifeling material, gians, oils, etc.—Mediterranean.

etc.—McGiterranena. Electric lampa and mschinery—England. Machinery of various kinda. Sceda, Inibs and plants—Russia. Wire nalis and cottou goods. Petroleum, benzine, gresses, and iubri-

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ranean.

Toothpick machinery and machines for smoothing parquetry floors—Europe.

Fire apparatus and supplies—Latin-Amer-7842 7543

lca.
Suipiles for new high school—France.
Alarm clocks—Europe.
Machine tools—Germany.
Agency for Aniomobiles—Europe.
Representation—Australia.
Ruilcing materials and equipments—Eur-

Electric-lighting plant—Mediterranean.
Oil presses and machinery for oil mills—
Far East,
Representation—Russia. 7554

Representation Russia. Pstents for ozone apparatus—Germany. Cheap fron plows—Mexico.

7858 Hardwood timber for railroad ties-Latin-

Americau goods of various kinds—Europe. Cinematograph films—Mediterranean. Paints, chemical, products, colors and luka —Europe.

Tools and wires—Europe.
Automobile agency—Spain.
Bry goods, tailers supplies, furnishings, and novelties—Canada.
Shoes, clothing, and furnishing goods—

and novelties—Canada.

Lalib America particular particu 7872

7591 7892 2002

Near East.
Fancy glassware—South America.
Paving of streets and houlevards—Uruquay.
Enameled brick—Canada.
Glacose, sugar and thread—Levent.
Shirts collars and cuffs—Europe.
Stores, wheel rims and rubber tires—Tur-key. 71400

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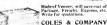
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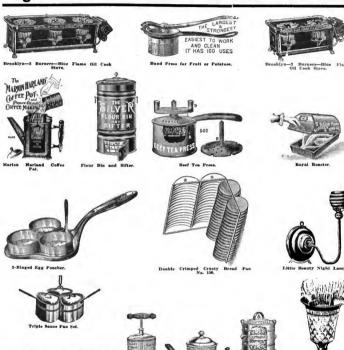
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New York's Large Share of Country's Foreign Trade

The foreign commerce of the port of New York during the year ending June 30, 1911, aggregated \$1,744,877,134. a gain of \$17,871,077 over 1910. The total foreign commerce of the United States, during the same year, amounted to 3,788,350,177, an increase of \$319,010,852 over 1910. New York's share of the total foreign commerce of the United States amounted to 46.12 per cent.

New York's share of the total imports of the country was in the fiscal year 1911, 56.71 per cent., against 57.92 per cent. in 1910, and her share of the exports of the country was, in 1911, 38.52 per cent., against 40 per cent. in 1910. Her share of the total foreign commerce of the United States was 46.12 per cent., against 48.45 per cent. in 1910. This comparison includes merchandite and gold and silver.

Exports of Merchandise by Months

The monthly statement of foreign commerce, just issued by the Department of Commerce and Labor for the twelve months ending December, 1911, shows a decrease of \$10,000,000 in imports while exports increased \$222,000,000.

The following table shows the exports of merchandise, exclusive of gold and silver, for the past three years:

		1909.	1910,	1911.	
Jan.		\$156,712,842	\$144,461,435	\$197,083,391	
Feb		126,051,734	124.558,030	175,957,305	
March		139,291,367	143,657,857	161,933,204	
April		125,174,860	133,110,253	157,987,550	
May .		123,322,778	131,083,890	153,152,353	
June .		117,419,589	127,887,780	141,706,737	
July .		109,336,952	114,627,492	t 27,697,054	
Aug.		109,751,893	134,666,378	144,185,193	
Sept.		153,962,895	168,873,643	195,798,647	
Oct		200,697,343	207,709,086	210,365,516	
Nov.		193,998,678	206,620,377	201,752,760	
Dec		172,477,714	229,002,683	224.753.431	
	_				

Total\$1,728,198,645 \$1,866,258,994 \$2,992,373,141

Valuable Book for Export and Domestic Buyers

The fifth (1912) edition of the Thomas Register of American Manufacturers and First Hands has just been issued by the Thomas Publishing Co., 21 Park Row, New York. This volume of 3,600 pages contains 300,000 names under 60,000 classifications, covering every trade, enabling the user to find instantly the sources of supply in any line of American manufacture and the names and addresses of the manufacturers. A distinct advantage of the Thomas Directory over other similar publications is that it gives the capital ratings of the manufacturers, thus indicating the relative sizes of the different concerns in any line. This is a feature that will be appreciated by buyers and purchasing agents. With the Thomas Directory at hand mailing lists in any line can be compiled at slight cost. The cost of the volume is \$15.00, and we recommend it to our subscribers. It should be of unusual value to export buyers, forwarders and others who have business with many different classes of manufacturers

Year's Coal Exports Reach Tidy Sum

Exports of coal from the United States have trebled in value in the last dozen years. The value of coal exported in the ten months ending with October, 1911, was \$4,000,000; that of coke, \$3,000,000, and that of coal supplied to vessels engaged in the foreign trade, \$18,000,000, making a total of \$05,000,000. Taking these figures as a basis the agregate value of coal passing out of the United States in the full calendar year will approximate \$80,000,000, compared with \$65,000,000 in 1910.

The United States ranks third among the coal exporting countries of the world, being exceeded in this respect by the United Kingdom and Germany. In 1910 the coal exports of the United Kingdom were valued at \$179,000,000, those of the United States (exclusive of bunker coal), \$45,000,000, and those of France about \$6,000,000 and those of France about \$6,000,000 and those of France about \$6,000,000 and \$000,000 and \$000

Principal Articles of Iron and Steel Exported

The principal articles forming the \$250,000,000 worth of iron and steel products exported from the United States in the calendar year 1911, were: sheets and plates, \$18,000,000; builders' hardware, saws and tools, \$17,000,000; locomotives and other engines, \$17,000,000; steel rails, \$12,000,000; pipes and fittings \$12,000,000; wire \$12,000,000; structural iron and steel, \$11,000,000; sewing machines, \$0,000,000; electrical machinery, \$8,000,000; mining machinery, \$7,000,000; bars and rods. 5.000,000; cash registers, \$4,000,000; pumps and pumping machinery, \$4,000,000; printing presses, \$3,000,000; sugar mill machinery, \$3,000,000; and tin and terne plates, nearly \$5,000,000, or five times as much as in the preceding year; while stoves and ranges, shoe machinery, laundry machinery, scales and balances, castings, and wire nails each exceeded \$1,000,000 in the value of the year's exports, representing for the most part increases when compared with earlier years.

Discriminatory Duties Upheld by Exporters

At a special meeting of the Board of Directors of the American Manufeuterris Export Association, held recently, resolutions were passed indorsing the reciprocity principles set forth by Secretary of State Knox, recommending that discriminating duties be placed on the products of foreign countries, where such countries discriminate in their tariff laws against the products of the United States.

Drawbacks now Allowed on Mail Exports

The Treasury Department has extended the drawback privilege generally to exportations by mail as well as by rail or steamer. Each package must be mailed under the supervision of a customs officer, and the sender must waive his right to withdraw the article from the mails. When the drawback is less than 85g it will not be necessary to produce evidence that the package has landed abroad. Above that amount, however, the drawback will not be liquidated until it is shown that the addressee has received the article.

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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS. (Soblers to Chance)

NOTE.—The lines are arranged elphebatically under the port of daparture. This enables subscribers to the eighth (1912) edition of the "Exporters' Encyclopaedia" to ascertain quickly the proposed equipmes of all lines, except where the agents could furnish no advance information.

CAUTION—The sailing dates given below, although compiled with extreme care, should be considered as marely approximate, except for the regular Trans-Atlentic peasenger lines. The publishers, however, assume no responsibility as to the accuracy of the information.

From New York. From New York,

AMERICAN & AFRICAN 8. S. LINE: For Cape
Town, Algon Bay, East London, Fort Natal,
Delugon Bay; a steamer late Feb.

AMERICAN ASIATIC 8. S. CO. For Colina and
Japan; a steamer late Feb.
AMERICAN & AUSTRIALIAN 8. S. LINE: For Japan; a stemor lair Feli.

Addrikania A. Addrikania B. a. Livie; Feb. 10.

Addrikania A. Addrikania B. a. Livie; Feb. 10.

Britania Mangeorg, Jan. 37; Arrino, Feb. 11.

Britania Mangeorg, Jan. 37; Arrino, Jan. 38; Arrino, Jan. 39; Arrino, Jan. 38; Arrino,

Japan: a steamer Feb.

AMERICAN-HAWAHIAN S. S. CO.; For Puerto
Mexico—A steamer every six days.

AMERICAN RIO FLATA* 1.18%; For Montevideo, Buenos Ajres and Resarlo—Druncraig,
Jau. 23; Druncondra, Jan. 39; a steamer Feb. *ANCHOR LINE: For Glasgow-Columbia, Jan.

ANCHOR LINE; For Gissgow—Columble, Jon., 20; Californie, Jan., 27; Calcdonie, Feb., 3; Cameronie, Feb., 10; Columble Feb. 11; Colifornie, Feb. 21; Caledonie, Murch 2.

ANCHOR LINE; For Noples and Legborn—Perugic, Jnn. 24; Calabria, Feb. 14; Italie, Marcti 3.
*ATLANTIC TRANSPORT LINE: For London—Minuchaim, Jan. 20; Minnewaska, Jan. 27; Menain, Feb. 10; Minnetonka, Feb. 17; Minnetonka, Feb. 17; Minnetonka, Feb. 24; Minnewaska

March 20.

BARBER LINE: For Hong Kong, Shanghel,
Robe and Yokohama-St, Patrick, Jan. 18. For
Adea, Singapore and Manila -- Muncaster Castle,

Ades, Sinkapore Lan. 25.

BARBER LINE: For Mouterideo, Buenos Ayres and Rosario—Mineols, Jun. 25; Miguel de Lar-

BASHISE LINE; FOR SMOOTH STATES AND ASSESSED AS A STATE OF THE STATES AND ASSESSED AS A STATE OF THE STATES AND ASSESSED AS A STATES AND ASSESSED AS A STATES AND ASSESSED AS A STATE OF THE ASSESSED AS A STATE O

and March 12.
COMPANIA TRANSATLANTICA: For Codic and Barcelonn-Buenos Aires, Feb. 5; a stenmer,

March 6

**CHNARD LINE: For Liverpool-Carmonia,
Jan. 27: (Campania, Feb. 14; Lusdiania, Feb. 28;
Campania, March 6, Gibroritar, Napies, Flumo
Trieste-Franconia, Jan. 29: Laconia, Feb. 3;
Carcolia, Feb. 29: Carmania, March 2.

ELDER DEMPSTER LINE: For Cancry Islands
and West Coost Africa Poris—A steamer lota
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PARKE LINE; For Marsellles—Sent Anna, Jan. 57; Roma, Jeb. 33; Madonia, Feb. 14; Germonla, Feb. 29; Venezio, March 6, Shemera Germonla, Feb. 29; Senting, March 6, Shemera Germonla, Personal 19, 20; Bayera, March 7, Predorf, Jan. 23; Bayera, Jan. 27; Predorf, Joy Graf, John M. Line; For Hamburg Feb. 30; Graff 7, Pennsylvania, Feb. 20; Amerika, March 7, Manufello, Amerika, March 7, Pennsylvania, Feb. 20; Amerika, Pennsylvania, Feb. 20; March 18, Pennsylvania, Feb. 20; March 18, Pennsylvania, Feb. 20; Hamburg, Feb. 30; Hamburg, Amerika, March 18, Pennsylvania, Feb. 30; Hamburg, Amerika, March 18, Pennsylvania, Feb. 30; Hamburg, Amerika, Pennsylvania, Penns

NAME, RESEARCH LINE: For Gibrellar, Naples and Genon-Homburg, Feb. 20; Hom-burg, April 4. HAMBURG-AMERICAN LINE (Alias Service): For Inggua, Hayti and Columbia—Albennanta, Jan. 25 and Feb. 22; Ablunga, Feb. 8 and

Marca I.

HAMBURG-AMERICAN LINE (Atlas Service):

For langua, Kingston, Colon and Port Limon—

Frinz Sigismund, Jan. 20 and Feb. 17; Sibirio,

Prinx Niglemund, Jan. 20 and Feb. 11; Stuffed, 1ct. 3 and March 2.

HAMBLERG-AMERICAN LINE (Albas Service): HAMBLERGE, M. LINE (Albas Service): Alberdonly, Peb. 1 and Feb. 22; Atlad, Jan. 18; Feb. 15 and March 14.

HAMBLERG-AMERICAN LINE (Atlas Service):

Pro 19th, L. and March 11NE, (Allas Service); For Santiase, Kingston, videou and Port Limon.

Prince And. Prileden, and Port Limon.

Prince And. Prileden, and Prince Josephin, March 9, Prince Edit Price of Society, March 19, Prince Josephin, March 19, Prince Edit Price of Society, March 19, Prince Edit Price of Society, March 19, Prince 19

neus, Smyrna oud Constantinople—A steamer Fels, 14. *HOLLAND AMERICA LINE: For Rotterdom—

Frit, 1.

Frit,

I.
VIA VELOCE LINE: For Naples and Genos—
Europe, Feb. 7: Oceania, March 2.
LLOVD BRAZILERIRO: For Para, Cearn, Pernambhro, Rabla, Rio de Joneiro and Santos—
Rio de Japeiro, Jan. 20; a steamer Feb. For Macdo, Rio de Janeiro and Kantos—Crajnuer,
Jan. 27. For Natal—Cabalello and Fernos—

hnco-Goyas, Jan. 22.
*LLOVD ITALIANO: For Naples and Genoa-Taurming, Feb. 10; Mendozo, March 5; Toor-

mina, March 23.
*LLOYD SARAIDO: For Naples and Genoa-Principe di Piemonte, Jan. 27; Principe di

Principe dl Piessonte, Jan. 7: Napise and Genom-Friender, Feb. 1987. Principe dl Piessonte, Feb. 1987. Principe dl Gen. 14d3) Feb. 1988. Principe dl Gen. 14d3) Feb. 1988. Comel, Vali partino, Antefagasta, Islipue, Piagna, Arica, Mollendo, Callon, Salavery, Etn and Gasya-Mickson, Steament Laber, Fer Mainnasa, Gerdenas, Sagan and Calbarie—Chosan, Jan. 31; Feb. 23 and March 27; Potonas, Feb. 14 and Mickson Steaments.

March 13.

**MINNON STEAMSHIP LINE; For Nipe, Norvitas, Bibara-Olinda, Feb. T and March 10.

*Curlibla, Jan. 2. For For Proceedings of the SteamCarlibla, Jan. 2. For For Proceedings of the SteamPrince of the Steam of the Steam Navigation of the Steam of the Steam Navigation of the Steam of the Ste

NATIONAL Name of Grand Duco d'Aosta, Jan. 21; Duca d'Aosta, March 2; Grand March 2; Ew York 2 Cha Mail STEAMSHIP Co. 1. For Havana—Havana, Jan. 20; Morro Caule, Jan. 21; Monlerey, Feb. 1;

PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.-Continued from page 35-See notice at head of Page 35.

Havana, Feb. 3, Mexico, Feb. 8; Saratoga, Feb. 11, Merro Cantle, Feb. 21; Seratoga, Feb. 20; Li, Morro Cantle, Feb. 21; Seratoga, Feb. 20; Li, Morro Cantle, Feb. 21; Seratoga, Feb. 21; Morro Cantle, Jan. 25; Mostery, Feb. 1, Jacksey, Feb. 8; Esperans, Feb. 10; Morro Cantle, Jan. 25; Mostery, Feb. 1, Jacksey, Feb. 20; February, Feb. 10; Morro Cantle, Jan. 25; Mostery, Feb. 10; Morro Cantle, Jacksey, Feb. 21; Mostery, Feb. 10; Morro Cantle, Jacksey, Feb. 21; Mostery, Feb. 22; Mostery, Feb. 23; M

For South Stute, Com. Process-September, American State of the Communication of the Communica

and Cythes-Charlton Hall, Jan. S; a steamer S-VORTH GRAWAN LLOOD B, S. Co.; For Photomes-George Washington, Jan. 22; Cheng-Kron, William, Feb. 12; Inorge Washington, Jan. 23; Cheng-Kron, William, Feb. 12; Inorge Washington, Front, William, Feb. 12; Inorge Washington, Washington, Feb. 12; Inorge Washington, Washington, Washington, Phys. Rev. B 10, 12; Parameter Service, Feb. 10; Reinlington, Agree Market, Washington, Phys. Rev. B 10, 12; Parameter, Phys. Rev. B 10, 12; Param

10.

PRINCE LINE: For Pernambuco, Balda, Rio de Jameiro and Santon-Asiatic, Prince, Jun. 25; PRINCE, Long. Pet. 32.

PRINCE LINE: Jep. Town, Algoa Bay, East Loudon, Port Natti and Helagon Bay—Webb Price, Jan. 15; a steamer March QUEBEC STEAMSHIP CO.: For Bermada—Bermedian, every Webbasher.

QUERIC STEAMSHIF CO., 1 For herminds—ner-que QUERIC STEAMSHIF CO., 17D., For Leeward and Windowski Islands and bemeera—dainan, men. March. 2; Therina, March 6a. 68, 2 Johns —Piertisel, Jan. 29, and a steamer about every religious days thereifer, in a steamer about every distinct and the steam of the steam of the steam Maracatho—Joilla, Jan. 24 and Peb. 21; March Maracatho—Joilla, Jan. 24 and Peb. 21; March Maracatho—Joilla, Jan. 24 and Peb. 21; March Maracatho—Joilla, Jan. 21 and Peb. 21; March Maracatho—Joilla, Jan. 22 and Jan. 24 and Peb. 21; March Maracatho—Joilla, Jan. 23 and Jan. 24 and Peb. 21; March Maracatho—Joilla, Jan. 23 and Jan. 24 and Peb. 21; March Maracatho—Joilla, Jan. 24 and Peb. 22; March Maracatho—Joilla, Jan. 24 and Peb. 22; March Maracatho—Joilla, Jan. 24 and Jan

Marticuber 21 and March 22 and Feb. 21; Mar-Marticuber 21 and March 38 are 12 and 14 are 14 are 15 a

BOAL MAIL STEAM PACKET COLI For Bernard College of the College of

For Harbudos and Dementra-Saramacca, Jan. 29 and Feb. 26; Coppename, Feb. 12 and March DITCH WEST INDIA MAIL LINE: ROYAL

For Trinidad and Paramariles Marcwine, Feb. 5, March 4 and April 1. RUSSIAN EAST ASLATIC 8, 8, CO.; Por Libnu -Kursk, Feb. 10; Litunia, Feb. 24; Birma. March 9.

SCANDINAVIAN AMERICAN LINE: For Christiansaud, Christians and Copenhagen—Gsear IL, Feb. 1; C. F. Tletton, Feb. 15; Falled States, Feb. 29; Hellig Olax, March 14; TRANDIAD SHIPPING AND TRADING CO.

States, Feb. 22: Hellis Glav, March J. 1.

TFB: 1 For Terestria M. Till Mal Nerschik.
Marcare, Jan. 29: Herondis, Feb. 11. For Telah.
Marcare, Jan. 29: Herondis, Feb. 11. For Telah.
Marcare, Jan. 29: Herondis, Feb. 11. For Telah.
Marcare, Feb. 21.

Telah. J. 12.

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Hole, Melbourne, Sydney and Brisbane—Lica

Feb. 14; Sunta Murin, Feb. 21; Metapan, Feb.

"PANISM STEAMSHIP CO. (nuccessors to North-best Transport Line): For Rotter-dam—Uranium, Feb. 1; Voturuo, Feb. 15; Cam-panello, Feb. 29; Uranium, March 14. WEST CUAST LINE: For Punta Arenna, Coro-nel, Vajparalos, Antofagasta, iquispue, Arlea, Mollendo, Callao, Edea, etc.—Enthergien late

January

WHITE STAR LINE: For Soutbumpton — Olympic, Jan. 24: Oceanic, Feb. 10; Olympic, Feb. 21: Oceanic, March 9.

WHITE STAR LINE: For Liverpool—Cellic, Feb. 1; Ballic, Feb. 15; Cellic, Feb. 29; Ballic, March 14.

tle, March 14. WILSON LINE: For Hull-Idaho, J. Francisco, Feb. 3; Marengo, Feb. 10; Peb. 21.

WHITE STAR LINE: For Gibraitur, Naples and Genon-Cedric, Jan. 24; Adriatic, Feb. 21; Cedric, March 6; Crelte, March 27; MOERMANN LINE: For Casury Islands and West Coast Africa ports-Arnold Amsinck. West (Jan. 30.

From Philadelphia, Pa.

*ALLAN LINE: For St. John's, N. P., and Glasgow—Mongollan, about Feb. 3; Carthanginian houly Feb. 3; Carthanginian houly Feb. 3; Carthanginian Line; T. F. Haverford, Feb. 1; Merlon, March 2; a steamer, March 16, at stamer, March 16, at stamer, March 18, at St. March 18, at St.

Montana, about COSMGPOLITAN LINE: For Leith-Steamer

COMMUNICATION AND ASSESSED ASS

shoul Feb. 12, Auty, a nova. Feb. 21, a versamer, 1741Li LiNE; For Genon and Naples—A stemant about Feb. 22, the state of the state of

*RED STAR LINE: For Autworp-Mantiou, Feb. 2: Marquette, Feb. 16; Menominee, March 1 2: Marquette, Feb. 16; Menominee, Martin ... Manitou, March 15. SCANDINAVIAN-AMERICAN LINE: For Chris-SCANDINAVIAN-AMERICAN LINE: For Chrisann and Copenhagen-Texas, about Jan. 22; uxinia, about Jan. 22; a steamer, about Feb.

UNITED FRUIT CO.: For Port Antonio, Ja-maica-Every Thursday, 10 a. m.

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From Borton, Mass.

ALAN LINE, For Univors. Namidian, Peb. 1;
Isolan, Peb. 15; Namidian, Peb. 20.

ALAN LINE, For Univors. Namidian, Peb. 20.

Alan Line, Peb. 15; Namidian, Peb. 20.

Alan Line, Peb. 16; Namidian, Peb. 20.

Alan Line, Line, Peb. 16; Namidian, Peb. 20.

Alan Line, Line, Peb. 17; Calcadonian, Peb. 20.

Alan Line, Line, Peb. 18; Namidian, Peb. 20.

Alan Line, Line, Line,

(Continued on Page 28)

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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.-Continued from page 36. See notice at head of Page 35.

(Continued from page 36.)

WARRIN LINE For Liverpool-Sagamore, about Jan. 21: a steuner, about Jeb. 7 and 21. WHITE NTM LINE FOR LIVERDOOR SAGE AND SAGE AND

From Baltimore, Md.

ATLANTIC FRUIT & STEAMSHIP CO.: For Port Autonic, Janualca -- A steamer, every Wed-ATLANTIC TRANSPORT LINE: For liavre-Philadelphian about Feb 25; ATLANTIC TRANSPORT LINE; For London-theorgian, about Feb, 27; Hiladelphian, about Feb, 27; Georgian, March 22; DONALISSON, LINE; For Glasgow - Almara, about Feb, 3; a steamer, about Feb, 17 and Philadelphian

March 2. FURNESS LINE: For Leith-Steamers about *HAMIGRG-AMERICAN LINE; For Hamburg-

HAMIET M. AMERICAN, LINE, For Hamburg-Drovele, John Jan. 22; Bondla, Januard Januard, Peter J. M. P

Jan. 31: a str

From Norfolk and Newport News.

CHESAPEAKE & ORIO S. S. CO., LTD. (Virginia Line): For Liverpool-Peraviana about Jan. 25: Allegiany, about Feb. 22. For London -Powhatan, about Feb. 15; a steamer, about

Marca 15 PONALDSON LINE: For Glasgow-Marlan, about Jan, 23; Almora, about Feb, 5; a steamer about Feb, 20.

From New Orleans, La.

ATLANTIC & MEXICAN GFLF S, S, CO.; For Vern Cruz, Puerlo Mexico, Minnillian and Pro-ATLANTIC & MEXICAN GLD'S, S. CO., FOR COLD, Duried Bales, Minalitim and Pre-ference Color and Telescher, and January and Janu hursda

Kivey Thursday.

COMPAGNE GENERALE
TIQIE: For Harve und Indicatix—Mexico,
lisont Jan. 37; Henduras, about Feb. 10; Callformia, about Feb. 36; Tevas, about March 7.
FOLGH-PINILOS LINE; For Operio and Barcelona—Miniel M. Pinilies, about Jan. 25;
Conde Wiferdo, about Feb. 10; a steamer, about

Feb. 26.
GANS STEAMSHIP LINE: For Rotlerdam and Antwern-Steamers ldg. in January and Feb. HAMBURG-AMERICAN LINE: For Hamburg-Hormoln, Monomoy, Webbury and Pellauza, late January; Senegambia, about Feb. 19; Riv-

teemnda, Monomoy, Welbury and Pullana, late January; Seconambia, about Feb. 19, Riv-renda Santary; Seconambia, about Feb. 19, Riv-renda Santary; LAKE, For Liverpool-Logician, about Jan. 25; Collectan, about Jan. 30; Mech-nalcian, about Feb. 22; Statesman, about Feb. 20; Custodian, about Feb. 22; Statesman, about Feb. 20.

Feb. 20.
HEAD LINE: For Belfast and Dublin-Rathlin
Head, about Jan. 30: Howlh Head, about Feb.
15; Torr Head, about Feb. 29.

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LA COTONIERA LINE: Steamers ldg. for Gebra und Napless-See "Plerce Cotoniera Line." LAMPORT & HOLT. LINE: For Autworps—Hom-er, about Jan. 25; Virgil, about Feb. 15. LEYLAND LINE: For Harres-A steamer about

LEYLAND LINE: For Liverpuol—A steamer about Jan. 25: Tampleau, about Feb. 2: Ja malcau, Feb. 10; Californiau, Feb. 15; Arme malcan, I nian, Feb. 22. LEVLAND LINE: For Bremen-A steamer about

Feb. 15.
LEVIAND LINE: For Antwerp and London-Barhoddan, about Feb. 15.
MACLAY-PRENTICE LUNE: For Glasgow Ka-sanga, about Jan. 25; a stemper, late February MONTES LINE: For Progress—Meamer about every 8 days.

February Saturday.

every N days.

MORGAN LINE; For Harane Every Soluriday
NEW YORK & PORTO RICO S. S. CO.; For Porto Bleo. Sallings about every ten days.

NORWAY-MEXICO GLE LINE; For Stavanger, Christiania, Gotbeiburg and Copenhagen—Tet-as, about Janc. 35; Noruega, about Feb. 21. Mexicano, about March 3.

Mexicant, about March 31,
PERRCE-COTONIERA LINE: For Genon and Nagles-Steamers idg, in Januarj and February.
PISILION LINE: See "Folch Phillion Line."
PISILION LINE: See "Folch Phillion Line."
PISICE LINE: For Bremen—Spanish Prince, about Jan. 28: a steamer, about Feb. 12 and 2: 80 TH ATLANTIC 8. S. CO.: For London 4.

steamer late February.
TEXAS TRANSPORT LINE: For Havre, Copen bages—
UNITED FRUIT CO.; For Belize, Pto. Barri and Pto. Corfex Every Timesday, 11 a. m. F Livingston Every alternate Timesday, UNITED TRUIT CO.: For Colon and Bocas del re-Every Saturday, It a. m.
TED FRITT CO.: For Pto. Barrios, Portuon and Borns del Toro-Every Wednesday

I NITED STEAMSRIP CO.; For Kingston, Santi-I MITED STEAMSHIP CO.: For Kingston, Saut-ne de Puloa, Mantaudille and Cleffuegos—A steamer 11th of each month, VOCEMANN LINE: Stramers ldg. for Antwerp Rotterdam, Bordeaux, Cette and Danish ports WOLVIN LINE; For Vera Crux and Tampleo— Steamer alout every 10 days.

From Galveston, Texas.

ATLANTIC AND MEXICON GILF 8. S. CO. For Vera Criz. Piserto Mexico, Minstillan and Frontreo Nallin of each month from dalvestee National Frontreo National Formation of the Property of the National Conference of

BOOTH LINE: For Liverpools-Steamers ldg, in CASTLE LINE: For Havre and Antwerp—Grey stoke Castle, about Jun, 31; a steamer end o

Stoge vaste, states February, CREOLE LINE: For Rarcelona, Genon, Leghera and Naules, Monceulsic, late January; a steam

GLVNN LINE: For Liverpool-A steamer, late January; a steamer, about Feb. 15. GFLF TRANSCORT LINE; For Liverpool and HermenBAMHI RG-AMERICAN LINE: Por Hamburglatria, inte January: Westsmoot, inte January in
BARKISON LINE: For Liverpool.—Secamers in
In January and Peternary.
HOGAN LINE: For Havre-Steamers idg. in

HAMBISON LINE, For Literpool—Steamers on In January and Petrangy, 1994, Marchael Petrange, Heaning Idg. In LARBINAGA LINE, For Manchester Steamers Line LARBINAGA LINE, For Marchester Steamers Idg. LARBINAGA LINE, For Literpool Steamers Idg. In January and Petrangy, Larbinage Line January and February, Larbinage Line January and Line January

NEW VORK & PORTO RICO 8, 8, CO.; For Porto liter—A steamer, about Jan, 30 and Feb 27. From Port Arthur, about three days

earlier
NORTH GERMAN LLOVD 8. S. CO., For Brmen-Steamers ldg, in January and February
NORWAY-MEXICO GILF LINE; For Stayanger,
Christiania, Copenhagen and Getheulinge,
Noruscya, about Fels, 15; Mexicano, about March

PIERCE-COTONIERA LINE: For Naples and

SOI THERN S. S. & BANANA CO.: For Fronters A strainer about every a days.
 TEXAS ETROPEAN LINE: For Liverpool and

Ramburg, FAITEM SHIP CO.: For Havnua - Steamer isl and 15th of each month.
FAITEM STEAMSHIP CO.: For Santiago de Cuba, Kingston, Manuallilo and Cienfuegos—Wittenmer 15th of each month.

Cuba, Kinzston, Manualilo and Clenfuegos-Steinner Edd of each month, INSTED STEAMMIPP CO.: For Malanzas-Steinner 1st of each month, WoLVIN LINE: For Tampleo, Vera Cruz and Puerio Mexico-A steamer (from Texas City: about every 15 days.

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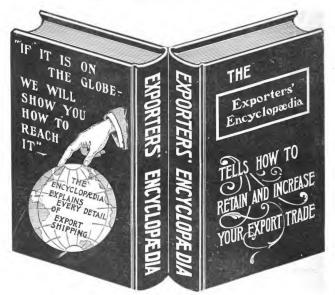
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TIME TABLE

WEST INDIES MAIN LINE	ROUTE	(From	Pi	er 42,	N.	R.,	Morto	n St.)
NEW YORKLv.	Sat.	Mar.	2	Mar.		Mar	. 30	Apr.	13
Antilla (Nipe Bay, Cubs), Lv.	Wed.	**	6	84	20	Apr	. 3	**	17
Kingston (Jamaica) Lv.	Fri.	**	8	04	22		5	64	19
*ColonArr.	San		10		21		7	04	21
Colon	Tues	44	12		20	**	59	04	193
CartagenaLv.	Wed.	04	13	80	27	60	10	61	23
Savanilla (P'to Colombia), Lv.			11	66	28	84	11	44	27.55
**Trinidad (Tubago via									
Trinidad)Lv.	Tues.	84	19	Apr.	2	**	16	**	36
RarbadesLv.	Wed.	- 44	20	**	3		17	Max	- 11
St. Michaels (Azores) Lv.	Thurs.	14	28	84	11	60	25	04	5
Cherbourg or Southampton Arr.	Mon.	Apr	1	**	15	**	20	64	n
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48 Connecting at Tripiday	30-11 h	Compan	200	Inter	nale	on in l	ware-	cons 6	40

** Connecting at Trinidad with Company's Intercolonial services for Demerara, Grenada, St. Vincent, St. Lucia, Dominica, Montserrat, Antigua. Nevis and St. Kitts. Also for Carupano, Porlsmar, La Guaira and Pto. Cabello.

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No. 4.



THE COMMERCE OF THE WORLD IS WAITING.



The "EXPORTERS' REVIEW" is furnished to all subscribers to the Exporters' Encyclopedia. It is a vital part of the Encyclopedia, as it contains the "correction notes" which keep that work up-to-date and absolutely correct. The Encyclopedia is a complete export hipping guide.

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NEW YORK, FEBRUARY 15, 1912.

ADVANCE IN OCEAN FREIGHT RATES.

THE present high occan freight rates are, of course, causing some dissatisfaction among export shippers, but it should be remembered that for the past ten years the steamship companies that depend on cargocs for their profits have hardly been making expenses and it is about time they got some of their money back. Shippers should also bear in mind that it is not merely between the United States and foreign countries that freight rates have been advanced, but that the same conditions apply to shipments from Europe to the countries with which we do business, so that no unfair advantage results to our competitors.

INTEREST SHOWN IN LATIN-AMERICA.

HE interest taken in Latin-American trade is shown in the recent formation of the Pan-American Society of the United States, more than 150 representative men in the professional, business, scientific, social and public life of New York becoming original members. The executive committee includes such well known steamship men as Emil L. Boas, of the Hamburg-American Line; Lorenzo Daniels, of the Lamport & Holt Line, and Minor C. Keith, of the United Fruit Co., while the honorary presidents include many famous statesmen, financiers, business and professional men, among whom may be named Philander C. Knox, Elihu Root, John Barrett, Andrew Carnegie, Lloyd C. Griscom and James Speyer. The aim of the society will be to foster cordial business and social relations between the various American republics, including the United States, and permanent headquarters will shortly be established in New York.

MANUFACTURERS IN THE EXPORT TRADE.

IT is estimated by the Bureau of Manufactures, of the Department of Commerce and Labor, that there are at least 30,000 manufacturers in the United States directly interested in export business.

The value of our export trade in 1911 reached the enormous total of \$2,000,000,000, of which fully one-half represented manufactured goods. This indicates the producing and, therefore, purchasing power of this class of concerns.

The Exporters' Review, Issued monthly in connection with the Exporters' Encyclopaedia (the only export shipping guide published in the United States) reaches these manufacturers in a very pointed way. It is the only publication that appeals to them as export shippers. It gives them information that is not found in any of their trade papers. It is indispensable to them as an adjunct to the Exporters' Encyclopaedia (a five-dollar book), which they rely upon in making their export shipments. Have you a business proposition to put before these manufacturers? If you have, advertise it in the Exporters' Review.

In addition to the circulation outlined above the Exporters' Review reaches all the export houses, steamship companies, forwarders, freight brokers, marine insurance companies, banks with foreign connections, boards of trade throughout the world, American and foreign consuls, importers abroad, etc. It reaches, in fact, all the export interests of the United States. We offer our columns, plus much valuable assistance in the way of foreign mailing lists, information, translations, etc., to our subscribers, at moderate rates. Write us for particulars.

ALLEGES FAULTY EXPORT METHODS

CCORDING to Major John M. Carson, former Chief of the Bureau of Manufactures, who has recently returned from a fourteen-months' trip in Europe and the near East, there are three prime evils now afflicting our exporters and manufacturers, namely, a lack of practical knowledge of foreign trade conditions, a lack of faith in the integrity of the foreign buyer and carelessness in catering to the demands of the foreign consumer. He contends that credit conditions abroad are just as good as here, generally speaking, and that foreign buyers are, as a rule, as honest as the domestic buyer. It simply remains for the American manufacturer or exporter to investigate the standing of their foreign customers as carefully as they do any strange customer here and act accordingly. According to this authority, what our American exporters need most to increase the volume of their foreign trade is, first, to cater to the exact local customs and demands of the foreigner. second, to secure a working and, if possible, firsthand knowledge of foreign needs and conditions, and, third, to have a stronger faith in the commercial honesty of the buyers abroad.

Shipping for Export Through Forwarding Agents

In the following article, written by Frederic Henjes, Jr., manager of Oeirichs & Co. Forwarding lipsattment. New York, some elementary rules are laid down for manufacturers who make
one of the services of forwarding agents at the port of shipment. Many of the delays and an
opanese in making export shipments are caused by the neglect of manufacturers to follow the
opanese which forwarding agents, and this article should therefore be read with interest by



FORWARDER is the servant and employee of the manufacturer or shipper. He does not and should not make money or have any gain out of the railroad or steamship haul and his earnings should be the remuneration which he receives from his client in the hand-

ling of each shipment. The forwarder is, therefore, one who should be conversant with all the details which enter into the handling of export shipments,

such as insurance, consular invoices, certificates of origin, the preparing of ocean Bills of Lading, etc., so that no fines will accrue on the goods which he handles.

The first steps in handling an export shipment by a forwarder begin after the manufacturer has sent him the railroad bill of lading and the shipping instruction form, properly filled in. This instruction form is absolutely necessary for the proper conduct of handling goods at seaboard. The instructions should state the nature of the goods, the gross weight and not weight, the value, the name of the shipper, consignee, etc., and in every way should indicate the manner in which the manufacturer desires to have his goods forwarded. If the shipment does not arrive within a time which the forwarder thinks is

necessary to carry the goods from initial point to the seaboard, he immediately starts a tracer by either writing or telegraphing to the shipper the fact that the goods-have not yet arrived. This permits the shipper to immediately place a tracer from his end. It is, of course, understood that, in carload lots, where the car number is known to the forwarder, such tracings can be arranged from seaboard.

In shipping carload lots the forwarder attaches his steamship permit to his other shipping documents and the railroad then makes delivery to the vessels named in the permit and delivers the ship's receipt to the forwarder as soon as the steamship company has accepted the goods in question. With this ship's receipt in hand the forwarder is in a position to make up his ocean bills of lading, his consular invoices and customhouse clearances, getting his information from the shipping instruction form already mentioned. The documents or bills of lading are then mailed by the forwarder to the shipper, consignee, or whomever the shipper may designate. This, of course, is all ele-

mentary but it gives a coricet idea of the method employed, when there are no worries or troubles attached to the actual handling, such as fog, extremely hot weather, extremely cold weather, ice, without mentioning the fact that very often freight space is not available.

It should always be borne in mind that the forwarder is not a salesman and that such knowledge as he receives in this connection is from consignees who have either refused goods or accepted them and afterwards complained. These complaints may be anything ranging from poor and insufficient packing and improper method shipping, to mention nothing of the sales conditions, which are not always clearly understood.

It is universally stated that American manufacturers pack their goods

worse than anyone clse. There has been much written on this subject in trade magazines as well as in the consular reports and it would be fair to state that one of the men who has most ardently advocated the proper packing of merchandise in Major M. Carson, Chief of the Bureau of Manufacturers, Department of Commerce and Labor, Washington, D. C. Major Carson has recently returned from a trip in Europe and parts of Turkey in Asia and states that, while walking along the docks in foreign ports, he could



PREDERIC HENJES, JR.
Manager of Oelrichs & Co. Forwarding Department, New York.

always distinguish American goods to account of 200 their poor packing. This should be easily remedied and I have no doubt that manufacturers will pack their export merchandise more securely as they gain more experience.

Under improper shipping may be mentioned the routing of the goods by a different method than specified by the consignees, as well as the manner in which the goods are to be declared on both consular invoice and bill of lading. It is, of course, a fact that the consignee is in a better position to know the customs laws and rates of duty of his own country than anyone from one thousand to ten thousand miles away, and when the consignee specifies how he wishes his goods invoiced, he does so for certain and specific reasons, and should be accorded the same attention that is accorded the buyer in the domestic trade. We have found from experience that export goods, especially to Latin-America, should be declared by the buyer to the seller in the language of the country of destination. This avoids all disputer as to alleged improper invoicing between buyer and seller.

The sales conditions often vary—one manufacturer sells his goods at the factory in the interior of the United States, while another sells f, o, b. New York. While there is no misunderstanding of the sales condition f, o, b. factory, United States, still the question has arisen whether f, o, b. New York means f, o, b. steamer New York or f, o, b. cars New York. Invariably the buyer claims that he has bought the goods f, o, b. steamer New York, whereas the shipper says he has sold them f, o, b. cars New York. This leaves the question of cartage and clearance at New York open, and sometimes means that the forwarder loses on the transaction, if he has delivered the goods to the consignee withour collecting his entire charges.

The bugbear, therefore, of the manufacturer who enters the export field is how to do the right thing at the right time and to avoid the making of mistakes. In attending to the many details he would find two books, the Exporters' Encyclopaedia, published by the Exporters' Encyclopaedia Co., 78-80 Broad St., New York, N. Y., and "Aids to Shippers," published by Oelrichs & Co. Forwarding Department, of great aid. These books contain very many valuable hints, suggestions and advice but "Aids to Shippers" does not go into detail as to the requirements necessary in making export shipments to the various countries. These regulations change from time to time and the "Exporters Encyclopaedia," which is issued yearly, is supplemented each month by the Exporters' Review, a publication which contains numerous, items and articles of export interest and also has a detachable correction sheet, which dovetails with the yearly book. It is a very valuable book and every export manager, or traffic manager, should have one in his library.

Not wishing to take up too much space I shall take the liberty of explaining certain elementary export requirments:

Custombouse Clearances.—A Custombouse clearnance is a shipper's manifest required by the Treasury Department and must be filed at the custombouse at seaboard. From this custombouse clearance the government compiles its export statistics. It is also a proof that American goods returned to the United States have actually been shipped and that such goods are entitled to free entry. It is also a proof that imported goods have been re-exported so that shippers may secure "drawback." 4. Marking—Goods destined for countries where the English language is not spoken, should, if possible, bear the remarks such as "haudle with care," "this end up," in the language of the country for which they are destined. This is practiced by the German manufactures who export to this and other countries.

Order Bills of Lading.—When shipments are consigned to order it is best to state on one copy and that, the ship's copy, the name of the party to be notified, as by so doing the chances of the goods being stored are reduced to a minimum.

Insurance.—Insurance can be obtained to attach the minute the goods leave the factory until delivered in the warehouse of the ultimate receiver. There are many forms of marine insurance. The F. P. A. (free from particular average), covers only against total loss—provided the steamer is burned, sunk, stranded or in collision. This is by far the cheapest form of insurance. It is advisable, however, not to make use of this type of marine insurance, provided the commodity is such that a different form may be secured which will cover against the risk of breakage, the risk of theft or pilferage or against damage caused by scawater entering the vessel. This insurance, while higher, is not so expensive as to make it prohibitive and is at the same time genuine protection.

In conclusion, I might state that the relationship between shippers and forwarding agents should be one of absolute confidence. The shipper should understand and feel that the forwarder is in his employ and is receiving payment for the service which he renders. This service in many cases costs the shipper considerably less than it would cost him to maintain his own office in New York without mentioning the fact that the services of men would be required who have an intimate knowledge of the export business. There is no one man who can possibly know the entire export business, with its constantly changing requirements and shipping facilities. A party in New York cannot authoritatively state what Boston is doing, no more than the forwarder in Baltimore knows what the shipping conditions are in Montreal. The forwarder. makes his home and his office in one city and knows the business as it is handled in that city. If he handles business through other ports he has his own representative on the spot who knows just what the conditions in that port are.

It might be well to state that the steamship companies do not quote to inland points. This, of course, does not apply to all the steamship companies but to most of them. This gives the opportunity to the forwarding agent to make a through quotation, inasmuch, as he has practically all the railroad tariffs of the more important foreign countries.

It might also be well to bear in mind that shipments consigned to a steamship company provide for shipment by that line, to the exclusion of any other competing lines. Where shipments, however, are consigned to a forwarding agent, goods will not be held for any particular steamship line. The object of the forwarder is to give the quickest movement and the most satisfactory service. He has no axe to grind as far as preferring one steamship company to the detriment of the other. This also applies to the railroad situation.

It occasionally happens that there is a difference between the measurements stated by the shipper and ascertained by the steamship company. This can be obviated if the shipper will have the separate dimensions marked on each package which he ships.

The Drawback Privilege and Export Business

Written for the Exporters' Review by F. E. Wallace, 203 Broadway, New York, whose apecially is the obtaining of drawbacks for manufacturers on exported goods. The drawback privilegs, which enables manufacturers to collect from the government 50 per cent, of the day paid on imported malerials used in exported goods, often apells the difference between profit and loss in scrupt business.

M

JCH is heard nowadays about the many drawbacks to business. Little, however, is said about conditions that tend to the easy and profitable doing of business, and I venture to say that an extremely small percentage of the business men and

manulacturing concerns of the United States has ever heard of United San's business "drawback" which, contrary to what the word implies, is a blessing and a help to all manufacturers and exporters who find it advisable or advantageous to use imported, duty-paid materials in the manufacture of their export goods.

In the face of much criticism of Uncle Sam's many provisions, requirements and exactions, it is my opinion that he is at all times trying to do the right thing to help his citizens in a business way, so that they may successfully compete with other countries for their share of the world's commerce.

Many years ago it was enacted that a drawback of duties should be allowed where imported materials were used in the manufacture of export goods. At first it was required that the export goods be manufactured entirely of imported materials, and only ninety per cent, of the duties paid was refunded as a drawback. Later, the drawback provision was broadened so that drawback is now paid on articles manufactured partly from imported material, and ninety-nine per cent. of the duties paid is returned to the manufacturers, and I confidently expect some day it may be enacted that the duties paid will be returned as a drawback. The last as a drawback.

tariff of August 5, 1909, still further amplified the subject of drawbacks, by allowing a drawback of internal revenue tax paid on alcohol used in the manufacture of certain preparations exported.

A short time ago, effective July 16, 1911, the Treasury Department promulgated new and comprehensive regulations governing the payment of drawbacks, and in a number of instances simplifying and readjusting, so that at the present moment I consider the manufacturers of the United States have by far the most complete and beneficial drawback provisions they ever have had, and it now depends upon them to avail themselves of these provisions.

The drawback provision is an eminently wise one, going hand in hand with a protective tariff, and it is quite evident that without some allowance of this kind our manufacturers might justly complain of their inability to compete with other countries for export business, but with this provision, our manufacturers are given practically free importation of goods, materials, parts and appliances, for use in connection with their export business.

At the present time many manufacturers are taking advantage of Uncle Sam's liberality, and drawback is being paid regularly on hundreds of articles,

ranging all the way from locomotives and railroad cars to steel pens and cambric needles. The Government is now paying drawbacks at the rate of some \$5,000,000 the rate of some \$6,000,000 the rate of some some of the rate of some some of the rate of some some of mendous help resulting from the distribution of so considerable an amount.

In my opinion it is and has been for years a welldefined policy of our Government to foster, aid and advance the export business of our country, and equitable and wise laws have been framed and provisions made with this object in view. Drawbacks is one of the great helps and the more the manufacturers avail themselves of this provision, under the law, the more will our export business prosper, and what helps and aids our export business helps every citizen of this country. How much less important would we be without an export business, and how much more important with an export business of twice or three times that which we now control?



it may be enacted that the F. E. WALLACE full one hundred per cent. of the Customs Brokerage Firm of F. E. Wallace & Co., New York.

I have found in a good many instances that manufacturers were under the impression that they were not entitled to drawback allowances. Some time ago I called on a manufacturer who informed me "Nothing in it for us; all our sugar is refined right here in the United States." As a matter of fact this was true, but the raw sugar from which the refined sugar was produced paid a duty when it was imported, and the refined sugar therefore was entitled to a drawback when used by the manufacturer above referred to in the making of his export confectionery, the drawback amounting to some 1½c per pound on the refined sugar used. Since the time I first called this

matter to their attention, they have collected many by them are shipped through valous commission or thousands of dollars in drawbacks.

Again, I called on a large manufacturer of iron and steel products. "No," they said, "all our materials are manufactured right here is, this country." It developed however that some of their material manufactured in this country had a large percentage in it of imported iron, and the product they were exporting was entitled to a substantial drawback:

Then again we have found a good many manufacturers who have stated off-hand, "We have no exports," entirely overlooking the shipments which they were making constantly to Canada and Mexico, they for some reason having gotten the impression that such shipments were not considered exports, and on the matter being explained to them claims for drawback were made on such shipments, to their great financial benefit.

We have also found that a good many manufacturers do not understand that drawbacks can be collected for their own account when goods manufactured

export houses. . My, word of advice to all manufacturers would be to get into-line to ascertain whether they are entitled to drawbacks or not, and if so to proceed immediately to protect their interests. I would suggest that such manufacturers take up the subject with a concern making a specialty of collecting these drawbacks, and before finially passing on the question of whether they are entitled to drawbacks or not, make sure by inquiry of the people from whom supplies or materials or appliances are purchased whether they are or are not intported, or are or are not manufactured in the United States wholly or in part from imported, duty-paid material. It is well to keep in mind that those who claim drawbacks do not have to do the importing themselves of the materials which they use, nor is it necessary for them to do the exporting direct. Drawbacks are paid on shipments to all points outside the limits of the United States, her territories and possessions

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Enorme Riqueza de los Estados Unidos

El siguicole griticulo por Wilha J. Powler, Vice Contralor de Circulacion moneratia, demuestra la gran riqueza de los Estados Unidos.

Il los valores de que mas abajo nos ocuparemos, se distriburesen entre el pueblo americano, becaria à cada uno de sus habitantes, \$1.100.00, mientras que la deuda del Gobierno tal cuaj existe habi de como per en la capa de 10.00 per capita; en comparación en los 10.00 a dibes à dibes incendida des el 200 de 1000.



" notable incremento en la actividad inecatili, que empezó á notarse hacia el fin de la decada pasada, última del siglo diez y nueve; ha continiado sin interrupción hasta la fecha, con escepcion de un solo año de esta decada, y no hay mejor demostración de su inmensidad, que

la comparacion de las estadisticas de habitantes, riquezas y valores movibles.

En el año de 1900, el pueblo de los Estados Unidos, era de 75,99,475 halbitantes, ó à razon de 25,55 personas por milla cuadrada; la riqueza del país, era \$88,517,305-775 ó sea de \$1.165 por cabeza. En 1911, el pueblo habia aumentado a 37,922,509, distribuidos a razon de 31,54 por milla cuadrada y la riqueza del país por cabeza, a \$1,400.00.

En 1900, la deuda de los Estados Unidos, despues de deducir los valores en sus tesorerias, era de \$1.107.711.258 ó á razon de \$14,55 por cabeza. Los intereses de la deuda nacional montaban á \$33,545.130 ó sea 44 centavos por persona. En 1911 tenemos que la deuda se habia reducido á \$1.015,784.338 igual á \$10.83 por cabeza, mientras que los intereses tambien se habian reducido á \$21.336.573, ó sea 4 23 centavos por persona.

El dinero efectivo en el pais, exclusivo de los en deposito en las tesorerias del gobierno en calidad de activo, sumaba en 1900, \$2.055.150.000, igual á \$26.93 por cabeza. De esta enorme suma, la acumulación en monedas de oro era de \$811.530.000 igual á casi un 40%, mientras que la acumulación en monedas de plata era de \$551.-515.000 ó 26% y la de papel moneda \$693.095.000 ó un 34%. Ya para el año de 1911, el dinero en circulacion habia aumentado a \$3.228.627.000 de lo cual, \$1.527.-798.500 era en oro, \$666.202.000 en plata y \$1.034.626.000 era papel moneda, emitido por el gobierno ó los bancos nacionales. Las proporciones de las sumas arriba, eran. Oro, 47%; plata, 21%, y papel moneda 32%. Como ántes ya dicho, las cantidades que acabamos de citar son dineros actualmente en circulación y no incluyen las acumulaciones del tesoro y de aqui que una comparacion entre el dinero actual en los Estados Unidos y otros paises ha de ser interesante.

El Director de las cases de monedas de los Estados Unidos, ha hecho un estudio comparativo de las acumulaciones y circulacion de dineros en los otros paises del mundo, cubriendo 46 paises incluyendo entre ellos las dependencias de la Gran Breatia, Francia y Holanda, las Republicas de Centro America, consolidandose en una. Sus estudios, demuestran que el valor circulante en todos esos paises, era §6.664/100.00 en Oro; §2.590,500.000 en plata y en jaspel moneda \$3,127,600,000. Deduce que del total de monedas de Oro, 71% està en poder de los Estaods Unidos, Rusia, Francia, Inglaterra, Austria y Hungria y la Italia, los Estados Unidos teniendo la mayor parte ó sea \$1,710,000,000 junta la 26% del total. Los dichos paises tienen tambien 57% de la plata del mundo; los Estados Unidos siendo tambien los que mas tienen; con \$720,300,000 é un 28% del total. De papel moneda los Estados Unidos tienen \$784,600,000 ó sea un 25% de la totalidad. Entre los diversos paises de que se han hecho estudios, Francia tiene la mayor proporcion de papel moneda es decir \$39,71 per capita, siguiendole los Estados Unidos con \$3,359; Inglaterra con \$12,47,81; Italia con \$13,88 y Austro-Hungria con \$12,47.

En el Año de 1900, las operaciones entre los bancos de los Estados Unidos sumaron \$84.582.450.000 y en el siguiente año, por la primera vez en la historia del pais, pasaron de 100.000.000.000; siendo \$114.810.702.000 en 30 de Setiembre de 1901, teniendo su apogeo en 1910 cuando la totalidad llegó a ser de \$160.025.172.000. En el año fizcal que concluyó el 30 de Setiembre de 1911, las operaciones entre los bancos fueron de \$150.372.-450.000 ó \$0.613.214.000 ménos que el año anterior. Las operaciones de noventa y nueve asociaciones en este año son mayores que las del pasado de 1910, mientras que las de cuarenta y una, son menores, pero la estadistica demuestra que las operaciones de la casa Central de Bancos de New-York, comparadas con las del año anterior, fué mucho mayor que el total de la reduccion en todas las otras Centrales de los Estados Unidos.

La exportacion de mercancias en el año de 1910 alcanzó á \$1,394,483,082 y en 1011 llegó á \$20,93,30 193. Las importaciones en los mismos años siendo de \$849,941.184 y \$1,527,226,105 respectivamente. De estas cantidades se deduce que las exportaciones de mercancias han escedido las importaciones de 1900 en \$544,541.898 y en 1911 \$52,200,4004.

Las agencias por medio de las que las inmensas operaciones mecantoles del país, se hacen son necesariamente los bancos y estas instituciones, ya sean nacionales, del estado ó particulares tienen un poder que se calcula en veinte y un billones de Dollars. Este poder como lo lamamos consta de los capitales de los mismos bancos, surplus y otras utilidades, circulacion y depositos y en la ultima decada se ha duplicado mientras que el aumento de la noculación solo ha aumentado un acey.

La totalidad de los recursos de los bancos, Nacionales, del Estado y los particulares alcanza a unos \$24,000. 000.000 y puesto que la riqueza del pais se calcula en unos 130.000.000.000, claro está que un 18% de la riqueza total,

(Continúa a la pagina 24)

To Users of the "Exporters' Encyclopaedia"

Unless the Encyclopædia is kept up to date and is accurate it is of little value; in fact, incorrect information is worse than none at all. These pages (22 and 23) are so arranged that they may be withdrawn from the Review without injury to the rest of its contents, and handed to the actual users of the Encyclopædia.

The "correction notes" herewith apply only to the eighth (1912) edition.

EXPORTERS' ENCYCLOPAEDIA CO., ** BROAD STREET.

Correction No. 1, February, 1912.

CUSTOM HOUSE CLEARANCE (page 72).

Custom House Clearances must now be sworn to by the owner, shipper or consigner in person or by a duly constituted and capable agent of legal age. Such agent must be designated in writing by the principal and must have full knowledge of the value or cost of the merchandise. Common carriers must not accept exports or shipments destined to foreign countries or non-contiguous territories of the United States without first obtaining a statement and full description of the merchandise and its actual value or cost, which statement must be certified over the signature of the shipper or his agent.

Correction No. 1, February, 1912.

PARCELS POST (page 113).

The parcels post has been extended to Curacao, D. W. I., on the same terms and conditions as given for Dutch Guiana.

Correction No. 1, February, 1912.

ARGENTINE REPUBLIC (pages 226 to 229).

Routes 1, 2, 3, 4, 5 and 6

Minimum bill of lading by above routes is now, \$5.90 for Buenos Aires, \$5.00 for Rosario and \$10.00 for other ports.

Correction No. 1, February, 1912.

BAHAMAS (page 274).

Route 2

Sailings are now:

For Inagua, every Thursday and alternate Saturdays.

For Fortune Island alternate Saturdays.

Correction No. 1, February, 1912.

BOLIVIA (page 290).

Consular Regulations.

On shipments for Bolivia via Antofagasta or Arica, Chile, it is not necessary to have the bills of lading certified by the Chilian Consul.

Correction No. 1, February, 1912.

CHILE (page 345).

Route 5.

Sailings are now every Saturday,

Correction No. 1, February, 1912.

CHILE (page 346).

Route 7.

Sailings are now every Wednesday and Saturday.

Correction No. 1, February, 1912.

COLOMBIA (page 377).

Sailings are now:

Every Thursday for Puerto Colombia (Savanilla) and Cartagena,

Every Saturday for Colon.

Correction No. 1, February, 1912.

COLOMBIA (page 380).

Route 4.

Sailings are now:
For Santa Marta, every Wednesday; for Colon, every Wednesday and Saturday.

Correction No. 1, February, 1912.

COSTA RICA (page 387).

Route 3.

Sailings for Colon are now every Saturday.

Correction No. 1. February, 1912.

COSTA RICA (page 380).

Route 6.

Sailings for Colon are now, every Wednesday and Saturady.

Correction No. 1, February, 1912.

ECUADOR (page 451).

Route 3.

Sailings are now every Saturday.

Google

Correction Notes for the "Exporters' Encyclopaedia."

February, 1912

Correction No. 1, February, 1912.

ECUADOR (page 452).

Route 5.

Sailings are now every Wednesday and Saturday.

Correction No. I, February, 1912.

GUATEMALA (page 533).

Route 3.

Sailings are now every Saturday.

Correction No. 1, February, 1912.

GUATEMALA (page 531). Route 5.

Sailings are now, every Wednesday and Saturday.

Correction No. 1, February, 1912.

HAITI (page 542).

Route 1.

For Port au Prince, every Thursday,

For Petit Goave, Miragoane, Jeremie, Aux Cayes, Cape Haiti, Port de Paix, Gonaives, St. Marc and Jacmel every alternate Thursday.

Correction No. 1, February, 1912.

HAITI (page 543).

Route 2. Add to sailings.

Sailings are now:

For Aquin, every sixth Friday; for Miragoane, occasionally.

Correction No. 1, February, 1912.

HONDURAS (page 565).

Route 2.

Sailings are now, every Wednesday and Saturday.

Correction No. 1, February, 1912.

HONDURAS (page 566).

Route 4.

Sailings are now every Saturday.

Correction No. 1, February, 1912.

JAMAICA (page 603). Route 3.

A new direct service has been established from New York every Tuesday for Port Antonio, Port Maria, and Montego Bay, taking freight also for other

North Side ports by arrangement.

Correction No. 1, February, 1912.

NICARAGUA (page 668).

Route t

Steamers also connect at New Orleans with Atlantic Fruit & Steamship Co.'s service for, Pearl Lagoon and Cape Gracias (see page 935).

Correction No. 1, February, 1912.

NICARAGUA (page 670).

Route 3.

Sailings are now every Saturday.

Correction No. 1, February, 1912.

NICARAGUA (page 671).

Route 6.

Sailings are now every Wednesday and Saturday.

Correction No. 1, February, 1912.

PANAMA (page 600).

Route 2

Sailings also for Bocas del Toro, every alternate

Note-Route 2 should be added, on page 684, at Bocas del Toro.

CUBA

Manufacturer's representative, with well-established trade in Havana, own office, will undertake the representation of two or three American lines, Address "Havana."

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está representada por los recursos de los bancos. El numero de los bancos de que se tienen datos, ha aumentado desde 10.000 a 24,000 en 1911, mientras que sus capitales han tambien aumentado desde \$1.000.000.000 hasta \$2.000.000.000. Coincidente con el aumento tan notable del capital es el enorme anmento de sus surplus y otras utilidades, las cifras aumentado de \$9.000.000.000 en 1910 a aproximadamente \$2.000.000.000 en 1911. En el mismo período de tiempo los depositos han aumentado desdes \$7.500.000.000 en 1911.

Que los laborantes han tambien participado en el gran aumento de prosperidad nacional, lo comprueba el enorme aumento de las cantidades en deposito en los bancos de ahorros y mientras que hay vastas cantidades de ahorros invertidas y en depositos en las compañías de "Trust" a mas de bancos comerciales, los depositos en los bancos de ahorros exclusivos, han mas que duplicado, pues que de 2.449,000.000 en 1900. han [legado en 1911. a §4,212,000.000 con un promedio por depositante de \$4001.06/\$8,130.00.

Y sin embargo de las condiciones adversas que siempre acompañan propuestos cambios en arancel y cuestiones contra los "trusts" las operaciones de los bancos, segun lo demuestran sus recursos han sido mucho mayores de lo que fueron en 1910. Registros oficiales y extra oficiales, computan que existen unos 28,500 bancos, nacionales, del estado y particulars y por las cuentas dadas por 24.392, de ellos, hasta el dia 7 de Junio de 1911 tenemos detalles de sus recursos y pasivos. Sus recursos suman á \$23.631,000.000 lo que representa un aumento desde 1900 de \$1.180.000,000; y estos recursos ó activo se componen mayormente de; Empréstitos y descuentos, \$13.046,000.000, Bonos y acciones \$5.051.-000.000; Efectivo en manos, \$1,554,000,000. Sus capitales, pagados se calculan en \$1,052,000,000, mientras que el surplus y otras utilidades son de \$2.065,000,000 y el volumen de los depositos alcanza a \$15.906.000.000. Y mientras que los aucos nacionales solo son una cuarta parte del numero total de los bancos del país, representan la mitad de los capitales, y la tercera parte de los valores en deposito. Las operaciones de estos bancos nacionales segun las notas de 1º de Setiembre dt 1911 fueron \$553,000,000 mas en este año de lo que alcanzaron en la misma fecha en 1910; el aumento en el año siendo de 5.63%. Durante ese mismo año, los emprestitos y descuentos aumentaron \$196.250.435 equivalente a 3.59%, contra un tanto porciento anual de 6.52 desde 1001. Los bancos nacionales aumentaros sus existencias de efectivo. desde \$806.130.718 hasta \$041.362.360, pero su mas notable aumento fué en los valores de sus acciones v bonos tenidos como activo y cuyos valores en 1910 \$1,605,000,000 llegaron en 1911 a \$1,790,000,000, lo que representa un aumento de 12.1%. Los depositos aumentaron \$344.000,000 igual á 6.69% y estos depositos en 1° de Setiembre de 1011, sumaban \$5,480,000,000. Los capitales aumentaron \$22,700.000, alcanzando en 1º de Setiembre de 1911 #363-sunia de \$1.025.000.000 mientras que surplus y utilidades aumentaron desde \$874.000.000 hasta \$904.000.000 ó sea una fracción menos de \$30.000.000.

La deuda de los Estados, Unidos, representada por sub diversas emissiones de bonos, era en 31 de Octubre de 1911, 89/3,49,50, de cuya cantidad los hancos nacionales teniam un 80% o sea \$780,823,300 y de estos honos propiedad de los bancos nacionales, \$714,170,320. estaban depositados en el tesarro de los Estados Unidos, como garantia por su circulación de papel momeda y \$8,791-700 de depositos del publico. La circulación del papel monde emitido por estos bancos, con la garantia de los bonos depositados, pon el gobiero, aumentó desde \$603-605-443 en Octubre de 1910 á \$711,000,938 en Octubre 31 de 1911 en cuya fedala teniam tambien pagaráes por los que se habian depositado dimero legal para sus pagos, la cantidad de \$88.065,375, con lo cual su eirculación ó nasivo sumado \$78.816.4375.

Que los negocios de los bancos nacionales son lucrativos lo demuestra la circunstancia de que solo han habido dos quiebras durante el año, además de lo cual 99 instituciones han liquidado sus negocios si bien es verdad que de estas 99, todas con escepcion de 19 han hecho liquidacon para consolidar sus intereses con los de otros bancos, nacionales ó del estado.

Desde el año de 1865 en que ocurrió la primera quiebra de un banco nacional, hasta el 31 de Octubre de 1911, 517 Bancos nacionales se hacian cerrado ó puesto en manos de veedores y de ellos unos 25 se declararon solventes y continuaron mientras que los otros fueron liquidados; de los otros 466 insolventes, sus deudas se han arreglado y sus capitales montaban a \$70,780,920, mientras que los activos representaban \$29,027,020, De los quebrados, el promedio de dividendos liquidados fué de 76.19%, pero si agregamos á esto orros pagos tambien hechos á los interesados, tenemos que los reclamantes recibieron un 82.61% de sus haberes, mientras que los gastos de liquidación se redugeron a 4,12% del activo nominal y a 7,22% de los vadores acualhumente cobrados.

Otra prueba de que el negocio de los bancos ha sido productivo y habil, está en el importe de los dividendos que han producido durante el año. Apesar de que el numero de los bancos nacionales ha disminuido en 101. por liquidaciones voluntarias ó forzosas. 214 nuevas instituciones se han registrado durante el año, lo que hace un aumento neto de 113 y el numero total de los bancos nacionales en activa operacion al fin del año, era 7.331. El aumento en capital, fué de \$16.735.000 y las utilidades en bruto sumaron \$428.973.014 de las que deduciendo pérdidas y premios valor de \$30,025,771 y además \$232,-061,730 de gastos generales, quedan utilidades netas de \$156.085.513 de las que \$114.685.412 se pagaron en dividendos, de 11.38% sobre el capital ó de 6.83 sobre el capital y surplus combinados. Estos dividendos de 11.38% son 2.31% mayores del promedio de los que los bancos han podido pagar en los untimos 42 años.

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Manufactured Exports Doubled in Ten Years

The total value of manufactures exported to foreign countries in the year ending December 31, 1911, was \$64-773,068; to Porto Rico, \$41,801,327; and to Hawaii, \$15,337,758, making a total of \$1,001,072,863. These figures include both finished manufactures ready for consumption and manufactures for further use in manufacturing. Of manufactures ready for use the total exportation was \$40,000,000,000, and of manufactures the product of one industry to be used as materials in other industries, \$32,500,000. Exports of manufactures from the United States have more than doubled in ten years, and quintipled in twenty years.

Four leading articles of domestic manufacture (fron and steel, copper, mineral oil and wood) supply over half the entire exportations of manufactures from the country, and to them the gain of over \$50,000,000,000 in ten years is largely due. The record of our foreign trade in these articles during the last twenty years is set forth in the following table:

	Millions of dollars				
	1891	1901	1911		
Iron and steel	31	103	250		
Copper	9	34	103		
Refined mineral oil	41	67	100		
	23	46	91		
All other manufactures	86	197	421		

Of the articles included under the head of "all other" many show large gains; agricultural implements, from 3.3 million dollars in 1891 to 36 million in 1911; leather and manufactures thereof, from 13.1-3 to 37 million; cars and carriages, from 4 to 35 million; cottom manufactures, from 14 to 46 million; chemicals, drugs and medicines, from 5 to 21 million; paper and manufactures thereof, from 3 to 19 million; naval stores, from 8 to 3.3 to 22 million; pand stores, from 8 to 3.3 to 22 million, and scientific instruments, from 1.1-2 to 18 million, and scientific instruments, from 1.1-2 to 18 million.

Last year the exports of agricultural implements from the United States to Russia aggregated \$3,27,30,9, those to Canada and Argentina, each about \$6,000,000, to Germany \$3,27,805,3 mot to France \$3,008,89,8, Nobut \$1-3 million dollars worth of automobiles went to the United Kingdom last year, and nearly double that som to Canada. Mexico, Cuba and Argentina, as well as Canada, are taking large amounts of railway equipment, the value of freight and passenger cars alone sent to each of those countries last year ranging from \$1,000,000 to \$3,50,000. Europe took nearly \$1,250,000 worth of American clocks and watches in 1911 and Canada an almost equal amount.

Steamship Lines Want North River Piers.

Owing to its increasing trade and the development of its Triests-New York service, for which it is building five large steamships of the best class, the Austro-American Line, which now uses piers at Bush terminal, is desirous of docking on the North River. The general agents of the company, Phelps Bros. & Co., made application recently for dock space to the Dock Department, but have been informed that there are no piers at present available. It is stated that some 15 or 20 similar applications for North River piers are on file with the Dock Department.

Countries That Use the Metric System

We are frequently asked by our subscribers which countries use the metric system. The following information on the subject is furnished by the Bareau of Standards, of the Department of Commerce & Labor, Washington, D. C'He Metric System is obligatory in the following countries (Control of the Metric System is obligatory in the following countries (Control of the Metric System is obligatory in the following countries (Control of the Metric System is obligatory in the Standards, Chile, Colombia, Builderia, Gandards, Chile, Colombia, Denmark, Finland, France, Germany, Great Britains, Holland, Hungary, Italy, Japans, Luxemburg, Mexico, Montenegro, Norway, Peru, Portugal, Roumania, Rassias, Servia, Spain, Sweden, Switzerland, Turkey, United States, Uruguay, 'A table of Metric Weights and Measures will be found in the eighth (1912) edition of the Exporters' Encyclopaedia.

Americans to Establish Bank in Nicaragua

Plans have been completed for the establishment of an American bank in Nicaragua. Their execution awaits only the ratification of the Nicaraguan treaty by the Senate, which is expected to be done within a few weeks. The institution, which is being promoted by Brown Bros. & Co. and J. & Seligman & Co., will be known as the National Bank of Nicaragua, with an authorized capital of \$5,000,000 gold.

One of the functions of the bank will be the handling of business connected with the proposed \$15,000,000 loan which is to be made to Nicaragua under the treaty of the rehabilitation of that country's finances. Proceeds of this loan will be used principally for the retirement of outstanding bonds, the establishment of the National bank and the building of a railroad.

American Steamer Building for W. R. Grace & Co.

W. R. Grace & Co., New York, owners of the Merchans Line from New York to Chile, Peru and Ecuador, have closed a contract with the William Cramp & Sons Ship and Engine Building Co., Philadelphia, for a 10,000-ton steamer which will be the first vessel belonging to that firm to have an American register. The new vessel will be over 400 ft. long and will have passenger accommodation. She will be built in excess of the underwriters' highest requirements, and so constructed that she can burn coal or feel oil. The new craft will be ready for delivery in eleven months, and, it is reported, will engage in the coastwise trade between the Pacific and Atlantic coasts upon the opening of the Panama Canal.

Large Steel Company After Export Trade

By way of preparation for the fast growing export ratade in iron and steel by reason of the construction of the Panama Canal and the rapid development of the South American countries, the Jones & Laughini Steel Company has organized a subsidiary concern and will shortly apply for a charter for the Jones & Laughini Steel Products Company, which will handle the foreign trade of the parent corporation independently of the domestic business.

SAVE CARTAGE

Consign Shipments via All Railroads for These Steamship Lines:

Booth S. S. Co. Red "D" Line Lamport & Hoit Line N. Y. & Cuba Mail 88. S. Co. Barber & Co.'s Lines Peirce Line Anchor Line (Medit. Service)

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Three Sailings a Week for the River Plate

The annual summary of export trade between New York and Argentina, issued by Barber & Co., Inc., the well known stramship agents, shows that during 1911 there were 151 sestamers despatched from New York to River Plate ports diject, as compared with 133 boats in 1910. The quantity of cargo carried in 1911 was estimated at 958,102 tons arginating AgR333 tons in 1910. With an average of three sailings a week during the entire year the companies hear no complaint from shippers as to lack of opportunities for shipment, while the freight rates quoted are less than from Europe to the Argentine. Barber & Co's, summary gives the lie to the oft-tre-peared statements of ship-bandsidists that there is a lack of shipping facilities between the United States and South America

Important Railroad Project in Mexico

The Mexican Government has received bids for the construction of a railroad from Balsas, the present terminus of the Cuernavaca division of the National Railways of the State of Horizon to the Pacific coast of the State of Guerrero. A branch line will also be constructed to Uruapan in the State of Michoacan, where it will make another connection with the National Railways of Mexico. The work involves the construction of about 350 miles of track. Much importance is attached to this project, as it will be the means of giving Mexico. City and the central and northern portions of the country another direct line to the Pacific coast as well as enabling the development of a very rich mineral region along its route.

Increased Banking Facilities with Argentina

As the result of negotiations which have been under way for more than two years it is definitely announced by the American Manufacturers' Export Association, with general offices in New York, that there has been organized by twenty-five leading capitalists and other interests in Baenos Ayres, Argentina, an international banking and foreign trade business between this country and South America, with special reference to Argentina. The corporation, which is to be called the North-South American Banking & Commercial Co., has secured an approved charter which will have very extensive powers of operation, and is a joint stock company incorporated, with legal domicile in Buenos Ayres, Argentina, and an American branch which will subrequently be opened in New York.

Auto Selling Agency for South America

Johnson Martin, manager of the South American division of General Motors Export Co., has left for Buenos Ayres, where he will establish headquarters for South American business. Mr. Martin has spent several years in Argentina promoting and developing American enterprises, and is therefore familiar with trade conditions and the manners and customs of its people. The interests of the General Motors have grown to such an extent that permanent representation became necessary.

Argentina Grants Concession for New Port

Constanting of the Constanting o

Owing to the vast amount of mud and silt brought down by the Uruguay and Paraguay rivers the channel from the river to the docks in Buenos Aires has to be kept open by continued dredging. Despite the employment of powerful dredgers, the maximum depth of water available only permits the passage of vessels with a draught not exceeding 23 ft., and even these touch bottom for the greater part of the distance from Montevideo to Buenos Aires. In consequence of these limitations, the Government of Argentina has conferred a concession upon the Port Argentine Great Central Railways Company, which gives the necessary powers for a period of 90 years, the Government subscribing £1,600,000 towards the cost of the works, to enable the company to construct and operate a port in the Bay of Samborombon. The portion of the port first to be constructed will have a quay length of 2,600 metres, with ample siding accommodation and warehouses equipped for both import and export traffic. The port will be equipped with electric cranes of the latest type, and also with a floating derrick to deal with heavy weights.

Importation of Meat Products into Peru.

After considerable negotiation with the government of Peru, the State Department has succeeded in facilitating the export of American lards and other meat food products to that country. The Peruvian government has agreed to accept as satisfactory the certificates of quality issued by the meat inspection service of the Department of Agriculture.

Improvements Proposed for Harbor of St. Thomas

A bill granting a concession to a Danish company to deepen the harbor of St. Thomas (W. I.) and build wharves, docks for the largest of steamers, shipyards and warehouses has been passed by the Colonial Council. The company believes that with the completion of the Panama Canal St. Thomas will prove a valuable and important harbor and the international commercial shipping center of the West Indies. The company, it is said, purposes to spend about \$7,500,000 on the project.

Wood Alcohol Factory for Porto Rico

The firm of Moreda, Prieto & Co., of Caguas, Porto Rico is contemplating the establishment of a factory for manufacturing alcohol from wood waste.

Direct Line from Philadelphia to Venezuela?

Dr. Frederick C. Chirinoa, recently appointed Consul of Venezuela at Philadelphia, hopes to interest manufactures and other exporters there in the establishment of direct line between that port and Venezuela. There are no direct steamship lines from the United States 10 Venezuelan ports except from New York, and it is thought unlikely that Philadelphian interests could support a direct line.

EUROPE-GREAT BRITAIN AND THE CONTINENT

Pending Tariff Difficulties with Russia

Serions tariff difficulties will automatically arise between Russia and the United States with the termination of the treaty of 1832 on Dec. 15 next unless by that time a new treaty has been negotiated. These difficulties will grow out of the double tariff system of the Russian government. One set of schedules is applied to goods coming from countries with which Russia has treaties containing "most favored nation" clauses. The other rates are applied to imports from countries with which Russia has not in force any such guarantee. The latter rates are known as the "general tariff" of Russia, while the former are called the "conventional tariff." The conventional tariff was built up through concessions to various countries granting reductions on goods of a particular class. Through long operation of this system and the extension of the "most favored nation" treatment these concessions, granted a few at a time, have become the tariff rates ordinarily applied,

With the termination of the treaty of 1832 the United States will no longer have any guarantee of the most favored nation tariff treatment, and under the ordinary interpretation of the Russian tariff law the general tariff rates, considerably higher than those of the conventional tariff, will be applied to American goods.

Europe Still Leads in World's Steel Exports

The world's leading exporters of iron and steel, according to official figures covering the latest period for which statistics are available, are the United Kingdom, Germany, and the United States, with totals ranging from a little less than \$400,000,000 down to about \$250,000,000 each

At the head of the list of exporters of iron and steel is the United Kingdom, with a total of \$361,000,000 exclusive of \$16,000,000 worth of agricultural machinery, manufactured in part from iron and steel and by certain countries included under that title. Germany is second in exports of iron and steel, with a total of \$399,-000,000, in addition to which exports of agricultural machinery aggregate \$0,000,000 dollars. The United States is third, the 1910 figures being \$201,000,000 for iron and steel and \$31,000,000 for agricultural implements. Belgium shows \$65,000,000 worth of iron and steel, including agricultural machinery, exported in 1910, and France a total of \$45,000,-000 exclusive of \$1,750,000 worth of agricultural machinery, from Switzerland and Sweden the exports of iron and steel were, in the latest available year, about \$18,000,000 each, exclusive of agricultural machinery, amounting to nearly \$1,000,000 in the case of Sweden and about \$150,000 in that of Switzerland.

Important Electrical Project for Belgium

An important electric-lighting and power-transmission station will be established in connection with the collieries of the Société des Charbonnages du Levant du Flénu, at Cues-mes, Belgium. The generating plant will comprise a t,600-h. p. steam turbine, and a 1,250-kw. alternator and two smaller sets of 1,000 kw. capacity.

Tariff War With Germany to be Feared

If Germany should continue in the mood for a tariff war the effect upon the United States would be most serious. Germany is now our best customer next to the United Kingdom. Furthermore we are selling the Germans nearly twice as much as we buy from that country. Up to Deember 1, American exports to Germany were valued at \$285,51564, and goods worth \$149,356.43 were imported into the United States from Germany. Rubber goods and unmanufactured steel, the articles against which discrimination is now reported, cut an unimportant figure in the total American trade with Germany. The value of rubber goods sold to Germany hast year was a little over \$500,000.

Big Electrical Project in Switzerland

Work is to begin shortly on the electrification of the Gothard Railway, and the first piece of line to be electrified will be that between Erstfield and Airolo. The cost of electrification of the Gothard line is put at £270,000, from which, however, the sum of, roughly, £20,000 must be deducted for new rolling stock necessistated not because of electrification, but by increase of traffic. The three new power stations which must be built—one in Amsteg, one in Goschenen, and one, the largest, on the Ritom Lake, near Fiotta, will cost £68,800; the necessary electric installations in the machinery house, etc., another £90,200, while a considerable sum is allowed for unforeseen contingencies.

Holland-America Line Increasing Its Fleet

The Holland-America Steamship Line is adding another large passenger seamer to the New York transatlantic fleet. The company has just placed a contract for a passenger steamer for the New York service of 3a,500 tons gross register. The dimensions will be as follows. 740 feet long, 86 feet wide and 48 feet deep. The new boat's engines will be of the combination type, partly reciprocating, connected with a low pressure turbine, driving three propellers, which will give the steamer a speed of fully 1½ hosts. There will be accommodation for 3,600 passengers of all classes. In addition to the above, there are also two high class fast freight steamers of 10,000 tons in course of construction for the line.

Uranium Steamship Co. to Remain Independent.

The Uranium Steamship Co., Ltd., which operates a fortnightly service between New York and Rotterdam, fortnightly service between New York and Rotterdam, which is to be taken over the published report that the line is to be taken over the by the Cunard Steamship Company and operated in conjuiction with a transatlantic service to be established by the diatter commany and the Canadian Great Northern Railrow.

Will Expend Large Sum for Dock Improvements

The Mersey Docks and Harbor Board has decided upon a dock extension scheme for Liverpool, which will include a deep water approach to accommodate vessels of 1,100 feet. The improvements, it is estimated, will cost \$15,000,000.

A S I A INCLUDING EAST INDIES. ETC.

Increased Trade With the Philippines.

Trade between the United States and the Philippine Islands more than doubled in the brief period since the enactment of the existing tariff law which admits Philippine products, except rice, free of duty into the United States and domestic products free of duty into the Philippines. Imports into the United States from the Philippine Islands in 1908, the last year prior to the enactment of the law in question, were \$9,243,244 in value, and In 1911 \$20,212,917, while domestic exports to those islands were, in 1008, \$0,004,007, and in 1011, \$20,806,020, both imports and exports having thus more than doubled in value in the period between 1908 and 1911. This increase in trade occurred in practically all classes of merchandise, but especially in sugar, cigars and cocoanut meat on the import side, and in nearly all classes of manufactures and foodstuffs on the export side. For example, the value of cotton manufactures exported to the Philippine Islands in 1911 was over \$4,000,000, against but \$750,000 in 1008; of iron and steel manufactures, \$5,313,333 in 1011, against \$2,500,000 in 1908; of meat and dairy products, nearly a million dollars in 1911, against a little more than a third of a million in 1908; and of cars and carriages, \$810,418, against \$267,433 in 1908, over one-half of the 1911 total being automobiles and parts thereof.

Railway and Harbor Construction in Korea.

The Seoul Press says the total estimates for consecutive undertakings of the Government General in Chosen (Korea) eare \$41,240,000. Of the amount \$51,800,000 is for railway enterprises, 10,000,000 open for construction and improvement of high-ways, \$1,000,000, \$1,000,000, \$1,000,000, and \$64,000 for harbor construction at Fusan, Chemulpo, Chinamapo, and Pyongyang, respectively, \$210,000 for water-works at Chinnampo, and \$53,700 for work concerning the Kiter Akala (Monsan).

Reconstruction Plans of South Manchurian Ry.

Of the new enterprises to be undertaken by the South Manchuria Railway Company in and after the fiscal year of 1912 is the reforming work on the whole line, the construction of new stations, and the completion of the Antung-Mukden Line. It is said that the total amount of the Budget now under this section of the Public Works, is about \$1,500-000.

Growth of Cotton Industry in Japan

The total import and export trade of Japan for 1910 July 18, 184, which is the highest on record, amounted to Gp. 188, 486, which is the highest on record, except that for the year 1907, which was exceptional on account of the special conditions which existed after the war with Russia. The most striking feature of the import trade is the large increase in the value and the smaller but still considerable increase in the quantity of imports of raw still considerable increase in the quantity of imports of raw in Japan, this industry being now so well established that and in Japan mow produces not alone sufficient yarn for her own use but exports large quantities to China and other countries.

Opportunity for Contractors in Vladivostok.

About two years ago a representative of a New York firm tendered for waterworks and electric transmay contracts and concessions in Vladivostok. The negotiations were not successful owing to strong opposition to the proposals and to the fact that the term of office of the old town council was about to end. Now a new council has taken office and it is a proper time to reopen negotiations for the waterworks and the second system of trans. There will probably be an expenditure of \$2,000,000 for waterworks. A plan which includes piping water to the city for about 25 mills has been worked out by a Swedish engineer and will probably be placed before contractors. Preparations for negotiations are being made. It is probable that \$5,000,000 will soon be expended in extending the tram line system.

To Oust American Agricultural Implements.

The Russian Cabinet has prepared for submission to the Duma a bill calling for an appropriation of \$27,000 to utilized for the purposes of the extension of the growth octon in Turkestan and the replacing of American agricultural machinery by implements made in Russia or other countries.

The original proposal of the Minister of Agriculture called for an appropriation of \$690,000 and also a State guarantee of the private capital invested in cotton growing.

Japan to Manufacture Electrical Machinery

A joint stock company has been formed at Osaka for the manufacture of dynamos and other electrical machine. The authorized capital of the company, which is styled the Osaka Denki Seizo Kabushiki Kaisha (Osaka Electrical Machinery Manufacturing Company), is 1,000,000 yen (\$500,000). It is pointed out that the demand for goods of this class is constantly increasing and that Japanese manufacturers will obtain considerable advantage in connection with tariff protection.

To Supply Lard for Philippine Market

The Hongkong Lard and Meat Factory, is the latest industry to establish in Hongkong. It has been started purely in the interests of the Philippine land trade. Hitherto lard of an uncertain purity has been imported into the Philippines from the China coast but as the authorities there are negligent in the carrying out of the pure food laws it followed that there was considerable interruption in the importation.

Will Need Oil and Soap Making Machinery

The Philippine Vegetable Oil Co, has been incorporated with a capital of \$175,000 for the purpose of installing and operating a cocoanut oil factory, and to carry on the manufacture of soap, etc., from the 5by-products. Among the incorporators is John S. Hord, president of the Banco Espanol Filipino of Manila.

AFRICA CAIRO TO THE CAPE

Possibilities of South African Market.

Johannesburg and the surrounding country constitute the principal market for South African imports, by reason of the great mining industry centered there, and it is now one of the most important distributing centers in South Africa.

Of the total 1000 oversea imports into the four colonies of the Transvaal, Orange Free State, Cape Colony and Natal (which, as provinces, now comprise the Union), amounting to \$127,602,404, the Transvaal and Orange Free State took \$67,842,590, or more than \$8,000,000 in excess of Cape Colony and Natal together.

Anong the products imported from the United States, which are largely sold in this territory, may be mentioned anti-friction grease, arms and aumunition, clocks and watches, copper, electrical material and machinery, feecing wire, tools, conveying hose, stores, agricultural implements, iron and steel products, pumps and windmils, lubricating and illuminating oils, paints and colors, phonographs and bioscopes, typewriters and accessories, surgical and dental appliances, steel rails, carriages and carts, motor cars, wheel-barrows, baraffin wax, pick handles, houses and frames.

Other lines of American goods for which there is a good market in South Africa are ready-made clothing, arms and ammunition, assay apparatus, brassware and brush ware, canvas and duck, cordage and rope, confectionery, cotton manufactures of all sorts, disinfectants, cable and wire, enameled ware, preserved and canned meats, condensed milk, household furniture, glassware, vehicle materials, fencing standards, horseshoes, hoes and picks, jewelly, bands and belting, electrical machinery, materials and fittings, manufacturing machinery, photographic materials, silver-plated ware, surgical and dental appliances, tents and tarpaulins, bi-cycles and moore cycles.

Following is a partial list of the agricultural machinery immers and other utensils for which there is a constant market. Plows, harrows, threshing machines, planters, corn shellers, baling presses, traction engines, windmills, mowers and reapers, drills, potato diggers, pumps, cattle and sheep dipping plants, portable steam engines, gas and oil engines, shredders and feed cutters, garden implements of all kinds, wire fencing and standards, dairy requirements, such as churns, butter workers, and cheesemaking plants.

Will Need Water Supply and Drainage Materials.

The estimated cost of carrying out one of the several drainage and water supply schemes in Cape Colony is £000-000; and, should the proposed works be undertaken, large quantities of material will be required, including cement, machinery, traveling cranes, light railway material and trucks, pumps, sewerage ironwork and pipes, also picks, shovels, drilled steel, etc.

Plans to Improve Ports in Tripoli.

The Italian Minister of Commerce has elaborated a vastplan for the extension of the port of Tripoli, providing it with quays, piers, jettles, etc., and making of it one of the finest harbors on the African coast. An Italian firm an obtained the concession. The port of Benghazi is also to be improved.

Remarkable Growth of Port Sudan.

The rapid commercial growth of Port Sudan, which superseled Snakim as the Red Sea port of the Sndam Government railway system about two years ago, has exceeded the most sanguine expectations, and the success and future importance of the place are now considered as broad query of the place are now considered as broad query of the place are now considered as broad query some stampers, but so rapid has been the increase of the trade of the port that as many as eight steamers have sought berths at the same time, and extensions to existing piers or now quays are already being urged by shippers. There are now cleven shipping lines calling regularly at Port Sudan once a month or more frequently.

Immense Sum for Drainage of Nile Delta.

It is stated that Lord Kitchener, Sir William E. Garstin (the British Government director of the Suze Znaal Company), and Arthur L. Webb, who has carried out many important duties in colunction with Egyptian works, are considering what is described as a gigantic scheme for the drainage of the Nile delta. The scheme, a main object of which is the improvement of the quality of Egyptian cotton, will probably cost as much as 2_0000,000.

Railway and Harbor Works in East Africa.

The legislative authorities of German East Africa will utilize the funds provided for in the East Africa Protectorate Budget for the purpose of continuing the construction of the Usambara Railway, constructing a harbor in Tanga, executing repairs and new works on the Tanga-Mombo main line, and continuing the Dar-es-Saham—Morogoro Railway as far as Tabora, and Lake Tanganyika, as well as carrying out repairs and constructional work on the existing section from Dar-es-Saham to Morogoro.

Transportation and Power Projects in Nigeria.

'According to the Southern Nigerian "Government Gazette", provision has been made in the estimates for 1912 for the establishment of additional motor transport facilities in the Western Province, rendered desirable by the completion of new roads. Provision is inserted for the expenditure of £1,000 in 1912 in carrying out works for the supply of electric power and the extension of the electric lighting system checking bower and the catesian of the few for the former and light for Calabar by the utilization of the Kwa

To Develop Iron Mines in North Africa

La Société Minière et Metallurgique Franco-Marocaine it he name of a new company which has been formed in Paris, with a capital of \$24,000, to carry on iron-ore prospecting operations in Morocco, Algeria, and Tunis. A large number of the more umportant iron and steel companies in France are interested in the new undertaklier.

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International Exposition for Perth, Australia

A great international exposition is to be held in Perth (Western Australia) in 1915 on the occasion of the completion of the Trans-Australasian Railroad. The line, which is now under construction, crosses Australia from north to south, and is to be connected with West Australia on the west and Queensland and Victoria on the east. The total cost is estimated at \$50,000,000. When the railroad has been constructed the Australian mails will go to Port Darwin in northern Australia, saving about ten days between London and Adelaide. All the foreign governments are to be invited to participate in the exposition.

Hawaii a Good Market for American Goods

Practically all the imports into the Hawaiian Islands are from the United States, except a few articles, required by local conditions, which cannot be obtained in this country. The imports of foreign merchandise amounted last year to about \$5,000,000, made up chiefly of nitrates from the western coast of South America, and Japanese products imported from Japan to meet the demands of the 70,000 persons of Japanese birth or parentage now living in the islands.

American Gas Motor Cars for Australia.

Seventeen cases containing two gas motor railway cars, manufactured by the McKeen Motor Car Company of Omaha. Neb., for the Victorian government at Melbourne, Australia, were recently shipped from Tacoma by the Australian Mail Line. Two of the cases measured 11x11x70 feet and weighed 20 tons each while two others aggregated 36 tons. The cars, which are of steel, are for an interurban line out of Melbourne. They are valued at approximately \$25,000 each. They are about 66 feet in length and contain three compartments; mail, smoking and observing. Mr. C. M. Beard, of the McKeen Motor Car Co., will shortly leave for Australia to superintend putting together the cars at Melbourne.

Construction Material, etc., Will Be Needed.

According to "New Zealand Shipping and Commerce" (Wellington), the following works are projected in and near Blenheim-Drainage and water supply works, £65,000; erection of new hospital, £12,000; post office, £5,000; theatre, £5,000; River Board grant, £5,000; construction of Wairau Bridge, £12,000.



FOREIGN TRADE OPPORTUNITIES

The following are among inquiries received by the Bureau of Manufactures, of the Department of Commerce and Labor, Washington, D. C., during last monto. Manufacturare interested can obtain full particulars, fram of charge, by writing to the Burgau of Manufactures and referring to the number given

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NEW YORK CITY



Growth of American Automobile Exports

Twenty-one million dollars worth of automobiles were exported from the United States in 1011, or 20 times as much as a decade ago, while shipments to our own non-contiguous territories, Hawaii, Porto Rico and Alaska amounted to \$1.842.16s. Most of the automobiles exported from the United States go to British territory. The value exported to Canada in 1911 was \$7,180,547, or one-third the entire exports of this class of manufactures. To the United Kingdom the total last year was \$3,700,095, against \$948,995 in 1906 and \$671,553 in 1902. To France the exports grew from \$59,051 in 1902 to \$532,121 in 1911; to Germany, from \$24,491 a decade ago to \$281,608 last year; to Mexico, from \$27,710 to \$794,559, and to British Oceania, chiefly Australia, from \$9,581 in 1902 to \$1.362,902 in 1911. To various other parts of the world, including South America, Asia and Oceania, the exports of automobiles last year were large, in some cases the largest on record.

Enormous Growth of Porto Rican Commerce

Trade between Porto Rico and the United States in 1011 amounted to \$72,000,000. or 18 times a much as in 1807, the year preceding the annexation of that island by the United States. The figures of the trade with Porto Rico are: Exports to Porto Rico, \$36,002,606; imports from Porto Rico, \$36,460,186; a total of \$72,239,832. In 1897, the figures were: Exports, \$3,002,375; imports, \$1,043,025; a total of \$3,000,000. Thus shipments of merchandise to the island gained in the period from 1807 to 1911, \$43,476,805, or about 1720 per cent, while receipts of merchandise therefrom increased \$43,502,003,60 or 1725 per cent.

Immense Sum for Canadian Railway Improvements

Official announcement is made by the Canadian Pacific Railway that the company will shortly raise \$45,000,000 for terminal improvements to properties and for building hotels, from the Atlantic to the Pacific Coast, at various centers.

Decreased Business in International Money-Orders

International money order business in New York city since the establishment here of postal savings banks showed a decrease of \$6,524,479, as compared with the corresponding period of last year. Postmaster General Hitchcock takes these figures to indicate that foreign-born residents now are depositing their surplus money in postal banks instead of sending it alton.

New York city does 90 per cent. of the international money order business of the country, and during the month of December last the business decreased nearly \$3,000,000.

American Tools Popular in New Zealand

American axes and hatchets are among the best known and highly esteemed articles of any sort which reach New Zealand from the United States. In 1910 they were imported to the value of \$17,797, while no other country had imports exceeding \$2,000. American saws are almost entirely used there. These American axes, hatchets and saws are invaluable for bush work in New Zealand.

Exports to Grand Divisions Last Year

Details of the export trade of the United States showing the value of merchandise exported to each of the grand divisions and principal countries during the twelve months ending with December, 1911, compared with corresponding particular of the area of ellews:

periods of 1910, are as follows:	1911.
Europe\$1,194,062,988	\$1,293,072,962
North America 425,976,553	482,438,006
South America 100,303,616	121,736,604
Asia 65,974,281	101,312,594
Oceania 58,885,635	70,177,723
Africa 21,055,831	23,788,957
Total\$1,866,258,904	\$2,092,526,846

Increasing Volume of Exports to Cuba

Trade of the United States with Cuba in 1911 aggregated \$168,000,000, having more than doubled during the reciprocity period. The exports to the island, were about \$62,000,000 in valne, having trebled under reciprocity, and imports from the island were \$106,000,000 dollars in value, having doubled during the reciprocity period. The reciprocity agreement with Cuba went into effect December 27, 1903, the exports from the United States to that island in that year having been \$23,500,000 against \$62,000,000 in 1911, and the imports therefrom \$5,72,900,000 against \$60,000,000 in 1911, and the imports therefrom \$5,72,900,000 against \$60,000,000 in 1911.

New York to Chile via Panama Canal

The Hamburg-American Line has placed a contract for a 16,500 ton vessel, which is to be put in the passenger service between New York and Valparaiso when the Panama Canal is opened.

It was announced recently in the company's annual report that the capital was to be increased \$6,250,000 in order to provide for certain expansions in order to take advantage of the opening of the canal.

Director Ballin of the Hamburg-American Line, who is now in this country, is here to look into the company's traffic through the Panama canal.

Americans to Build Important Mexican Railway

President Madero, of Mexico, has granted to a syndicate of Seattle men a concession to build 300 miles of railad which will connect Acapulco, on the West Coast, with the City of Mexico. The syndicate already has under construction zo miles of track and the line to the capital will be sarred shortly.

Oceanic Line May Again Enter Australian Trade

Postmaster-General Hitchcock will advertise for bids for the carrying of mail from San Francisco to Sydney, N. S. W., by way of Honolulu and Pago-Pago, the American naral station in the Samoan Islands. The Oceanic Steamship Co. of San Francisco, stands ready to bid for the mail contract. Under the act of 1891 the Government may grant a mileage subsidy to American vessels carrying mail, and with this Government assistance the company hopes to put American bottoms in the Australian trade again. The Oceanic Steamship Co., if awarded the mail contract, plans to put the steamers "Sonoma" and "Vestura" in the Australian trade.

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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS

(Subject to Change.)

OTE.—The lines are arranged siphabetically under the port of departure. This enables subscribers to the eighth (1912) edition of the "Experters" Encyclopaedia" to ascertain quickly the proposed saillings of all lines, except where the agents could furnish no advance info mation. information.
AUTION.—The sailing dates given below, although compiled with extreme care, should be considered as merely approximate, except for the regular Trans-Atlantic passenger lines. The publishers, however, assume no responsibility as to the accuracy of the information.

From New York.

MERICAN & AFRICAN S. S. LINE: For Cape Town, Algon Bay, East London, Port Natal, Delagon Bay—Aros Castle, March 15. MERICAN ASIATIC S. S. CO.: For Hong Kong, Shanghat, Kobe and Yokobama—Indramayo, March 5.

MEDRICAN & AUSTRALIAN S. S. LINE: For Fremantic, Adelaide, Melbourne, Sydney and Brisbane—Arrino, Feb. 25.

MERICAN & AUSTRALIAN 8. S. LINE: For Melbourne, Sydney, Auckland, Weilington, Lytelton and Danedin-Tomonna, March 18. Lyteiton and Dancelin-Tomosans, March 18.
MERICAN & CUBAN S. LINE: For Havana,
Guantanamo, Sandiago, Manzanillo and Cralurgus-Pinar del Rio, Feb. 25; Trafaigar,
March and Cabarien-Times, March 6; a steamer March 22.
MERICAN & CUBAN LINE (Masican Service);
For Tampho, Vera Crus and Frogreso-Santa

MERICAN & CURAN LINE (Mesican Service): For Tampleo, Vera Crns and Progreso-Santa Clara, Feb. 28, MERICAN & INDIAN LINE: For Port Said, Jiddah, Adeu, Bombey and Calentia-Koranna, March —. Jodah, Aces, homosy and tecture-conservative Merker's Like; For Roullampton-St. Pal. Feb. 21; New York, March 2; St. Louis, March 5; St. Pall, April 6.

St. Paul, April 6.

MERICAN AND MANCHURIA LAW, March 10; St. Paul, April 6.

MERICAN AND MANCHURIA LAW, March 10; St. Palling Power and March 20. For Singapore and Mantia-A steemer March 20. For Singapore and Mantia-A steemer March 20. For Singapore and Mantia-A steemer March 20. For Hong MERICAN 20 MANCHURIA HAWAIN AND AND MARKAN MARKAN AND MARKAN MA

MERICAN-HAWAIIAN S. S. CO.: For Puerto Merimo-A steemer every all days. MERICAN BIO FLATA LINE: For Montevideo, Buenos Ayres and Rosario-Drumeondra, Feb. 35: Farley, March 15, Ascot, March 30, ANCHOR LINE, March 20, Cameronio, March 9: Columbia, March 16; California, March 23; Caledonia, March 30.

Colimbia, autro 30, doi: March 30, ancholo Line: For Naples and Leghorn-Italia, March 2; Perusia, March 24; Calabria, April 6.
ATLANTIC TRANSPORT LINE: For London-Minnehaba, Feb. 24; Minnewaska, March 2;

ATLANTIU THANNFORT LINE: FOF London— Minnehaba, Feb. 24: Minnewaska, March 25: Minneapolia, March 9: Mesabe, March 16: Min-netonka, March 20: Minnehaba, April 6. AUSTRO-AMERICAN 8. S. CO., LTD.: For Napies, Patras, Venice and Triesle—Ginita, Feb. 28: Argentina, March 6; Alice, March 20; Oce-sula, April 3.

28; Argentina, March 6; Alice, March 29; Oce-solia, April 3; Etc. Por Hong Kong, Shanghal, Kobe and Yokohama-A steamer April 30. For Aden, Singapore and Manile—A steamer April 10.

Kobe and Yokobama—A streamer April 20. For Str. Billion and Streams—A streamer April 20. For Streams—A streamer April 20. For Manifest Streams—A stream A st

20.

"COMPANIA TRANSATLANTICA: For Illavana, Vera Crua, Puerto Mexico-Manuel Calvo, Feb. 23: a steamer March 12.

COMPANIA TRANSATLANTICA: For Cadia and Barrelona-Mannel Calvo, March 16; a steamer April 3.

April 5.

**CENARD LINE; For Liverpool—Lusitania, Feb.

28; Campania, March 6; Maaretania, March 13;
Lusitania, March 20; Campania, March 27;
Mauretonia, April 3.

**CUNARD LINE; For Gibraltar, Naples, Flame,

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Trieste-Carmania, March 2; ivernia, March 28; Carpathia, April 11. ELDER DEMPSTER LINE: For Canary Islands and West Coast Africa Ports-Degama, March

*PABRE LINE: For Marseilles—Germania, Feb. 29; Venezia, March 5; Sant' Anna, March 14; Roma, March 21; Madonna, March 29; Canada, April 3. Steamers Germania and Roma call at Lisbon also

sbon also, Lisbon also, "MAMBURG-AMERICAN LINE: For Hamburg-President Grout, Feb. 22; Pennsylvania, Feb. 22; Amerika, March 7; Presdent Lincoln, March 14, 3 p. m.; Graf Waidersee, March 21; Batavia, March 30; R. A. Victoria, March 30; President Grani, April 6.

Grani, April 6.

"HAMBURM-AMERICAN LINE: For Gibraiter,
Napies and Genos-Hamburg, April 4; Moltke,
April 18; Hamburg, May 16.

HAMBURG-HAMERICAN LINE (Atlas Service):
For Insega, Haytl and Colmbia—Allemannia,
February and March 21; Aiblingia, March 7 and

Portugers and Marce 21: Alblings, March 7 and Aller 1997. Albrings, March 7 and Martin 1801. Albrings and Albrin 1801. Alb

HAMBURG-SOUTH AMERICAN STEAMSHIP

HAMBURG-SOUTH AMERICAN STEAMSHIP CO.: For Pernambuco. Rio de Janiero, Santos, Perangana and Rio Grande de Sui—Theodore Willie. March 25. HANSA LINE: For Cape Town, Aigon Bay, Eagl London, Port, Natal and Delagon Bay—A

HANNA LINE: For Cape Town Alcon By, Basi London, Port Natal and Delagoa Bey-A steamer April — HANNA LINE: For Port Sald, Bombay, Tutt-corin, Celombo, Madras, Goconada and Calcutta March 10. HANNA LINE: For Till-injectorus, March 10. HANNA LINE: For Till-injectorus, March 10. For Discourage and Banjoewangie—lections, Feb. 23.

gus, Somerang und bin/powrangie-inerioùn.

HELLENG TANASATA-ANIC LINE: For Piranes.

KONTRAS and Constantinophe-Athleah, Feb.

"POLILANDA AMERICA LINE: For Rotterdam.

NETO S. MARIERA LINE: For Rotterdam.

NETO S. MARIERA LINE: TOP ROTTE MARIERA SENSITION.

NETO S. MARIERA LINE: TOP ROTTE MARIERA SENSITION.

Estat London. Port Natal and Delapon Bay—

Bast London. Port Natal Bast London Bay—

Bast London Bast London Bast Lo

Italia Line: For Naples and Genor-Ancons.

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10. "MUNSON STEAMSHIP LINE: For Nipe, Nuc-vitas, Bibara—Olinda, March 6 and April 4; Curtiyba, March 20 and April 17. Stramer Olinda calis at Puerto-Padre also,

PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS,-Continued from page 39. See Notice at head of Page 39.

*NATIONAL STEAM NAVIGATION CO.: For Piracus, Calamata and Patras-Patris, March Firenas, Calemata and Tutras—Tatura, marca "NATIOARIONS CENERALE ITALIANA"; For Naples and Geson—Bone d'Asota, March 13; NEW YORK & CUBA MAIL SERAMBHIF COL. For Haran—Saratoga, Feb. 21; Monterey, Feb. 10; Morterey, Feb. 10; Tutras, Morterey, Feb. 10; Carrillo, Moh. 10; Turrillah, Mort. 20; Co., For Fremantie, Assessite, Morterey, Feb. 10; Feb. 20; Feb. 10; Feb. 20; Feb.

UNITED STATES & AUSTRALANIA N. S. CO.;
For Melbourne, Sydney and New Zealand ports
—Hohenfels, Feb. 28.
UNITED STATES & CHINA-JAPAN S. S. LINE;
For Aden, Singapore and Mantia—Indraghin,
March 10.

CHIED TERE LINE: For Scholars, Spines, and Martin-Indragable.

CHIED TERE LINE: For Scholars, Spines, Azakiand, Wellingto, Jyriteon and District Chief Chief

"WHITE STAR LINK; For Southampton-O-ceanide." Titustic, April 20.

"WHITE STAM LINK; For Liverpool-Critic.
"WHITE STAM LINK: For Charlet Stampers, and Liverpool-Critic.
"WHITE STAMPS LINK: For Stampers, March 13, March 21, Monteney, March 22, Monteney, March 21, Monteney, March 22, Monteney, March 21, Monteney, March 2

March 8. EW YORK & PORTO RICO 8. S. CO.: For San Juan, Ponce and Mayaguez-San Juan, Feh. 24; Coamo, March 25; Carolina. March 9; San Juan, March 16; Coamo, March 23; Carolina.

San Juan, Ponce and Mayagures—San Juan, Feb. 22; Cosmo, March 2; Gordon, New YORK & SOCH AMERICAN STRAMMER and Calmo—Aran, March 3; Mayarino, Judque and Calmo—Aran, March 3; Krongrias Williams and Calmo—Aran, March 3; Krongrias Williams, March 2; George Washington, March 2; March 2; George Washin

30. NORTON LINE: For Monievideo, Buenos Ayrea and Hossrio-A steamer March 10 and 23. PANAMA RAILEMAD 8. S. LINE: For Colon-Advance, Feb. 23: Panama, Feb. 29; Allianca, March 6; Colon, March 13; Advance, March 19; Panama, March 23 Allianca, April 1; Colon

April 18. Sarris Annaca, syri-P. Norlan, P.A.
PHUKNIK, LINE: For Astroyer-Bonlan, Ph.
21. Michigan, March 22. Manhattan, March 23.
Monte-tiden, Busson Aryes and Kosarris-Croun
Prince, March 25. Hungarian Prince, Ph. 32.
Janeten and Sarten-Indian Prince, Ph. 32.
Bastern Prince, March 25. African Prince, April
Bastern Prince, March 25. African Prince, April
Ph. March 25. African Prince, April
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Bastern Ph. March 25. African Ph. March 25.
Bastern Ph. March 25. African Ph. March 25.
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Bastern Ph. QUEEFC STEAMSHIP CO.: For Bermuda-Ber-

QUEBEC STEAMSHIP CO., LTD.: For Leeward and Windward Islands and Demerara-Gniana.

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Mirch 2: Parima March 16: Karean March 20: Golina, April 12: Parima April 27: 48EO GROBE LINE: For Halfields and 81. Johns — 18EO GROBE LINE: For Halfields and 81. Johns — 18EO GROBE LINE: For Kan Johnson Committee C

20 and March 25; Coppenane, March 11 and April 8, ETCH WESS INDIA MAIL LINE; ROYAL Tribled and Paramarino—Marcwijne, March 4 and April 1, RUSSIAN KAST ASSIATIC 8, 8, CO.: FOr Liban —Lituania, March 9; Kursk, March 23; Birma, April 6, SCANDINAVIAN AMERICAN LINE; For SCANDINAVIAN AMERICAN LINE; For

April 6.

**APPLICATION OF THE PROPERTY OF THE

-- York Castle, March 10.

INITED FRUIT COMPANY: For Kingston,
Colon and Santa Marta-- Metapan, Feb. 28; Zacapa, March 6; Almiranic, March 13; Santa
Marta, March 20; Metapan, March 27. From Philadelphia, Pa.

*ALLAN LINE: For St. Johns, N. F., and Glas-gow—Carthaginian, March 2; Mongolian, March 16: Pretorian, March 30. *AMERICAN LINE: For Liverpool—Merion March 9; Haverford, March 23; Merion April

ATLANTIC TRANSPORT LINE: For London-Minseedt, March 1: Machiner, March 15: Moc-COSMOPOLITA LINE: For London-short March 1: Machiner, March 15: Moc-COSMOPOLITA LINE: For London-ary Line, Advanced Line: For Hamburg-—Pins, about March 6: Richeraria, about March 6: Prins Adelbert, about March 20: Prins Okar. BOLLAND AMRICA LINE: For Retterlam— Andr. about March 5: Richerist, about March 19: Zandyl, about March 20: March 20: Prins Okar.

16.

**TTALIA LINE: For Genoa and Naples—Ancona, about March 19.

**PHILADELPHIA-MANCHESTER LINE: For Manchester—Manch. Exchange, about March 7: Fernandina, about March 16: Manch. Importer. about Anarch 21: Manch. Shipper, about April

BUILDING TRANSPIRATION TO CARRY TO ANALYZE TO LONGON BURNER TO LONGON BURNER TO LONGON BURNER TO LONGON BURNER THE BURNER TO LONGON BURNER THE BURNER THE BURNER TO LONGON BURNER THE BURNER THE BURNER THE BURNER THE BURNER TO LONGON BURNER APRIL 12 LONGON BURNER AND LONGON BURNER TO LONGON BURNER AND LONGON BURNER AND LONGON BURNER TO LONGON BURNER THE BURNER AND LONGON BURNER THE BU

15.
UNITED FRUIT CO.: For Port Antonio, Jamaica—Every Thursday, 10 a. m.
From Boston, Mass.

ALLAN LINE: For Glasgow-Skillau, Peb. 29: Scotlan, March 91: Lake Brie, March 28.
Scotlan, March 92: Lake Brie, March 28.
Francolla, March 121: Lecenia, March 26.
**HAMBURG-AMERICAN LINE: For Hamburg-Bethania, about March 29.
HAMBURG-AMERICAN LINE: For Hamburg-Bethania, about March 29.
HAMBURG-MERICAN LINE: March 29.
HAMANALINE—For Haman—Beta, about March 29.
HAMANALINE—For Haman—Beta, about March

HOLLAND-AMERICA LINE: For Rotterdam— Andyk, about Feb. 27; Sloterdyk, about March 12; Zaandyk, about March 23; Amsteldyk, about

April 9.

*LEVLAND LINE: For Liverpool—Canadian, Feb. 24; Victorian, March 2.

LEYLAND LINE: For Manchester—Caledonian,

(Continued on Page 42).

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(Continued from page 40)

March 2: A steamer, March 6 and 30.
**RED STAR LINE: For Antwerp—Manitou,
April 4: Manitou, April 18,
**Control of Computation of Computation

LINES BULL CO., FOR PORT LINES, WITH LINES

WILSON LINE: For Hall-Gallico, about March 6: Francisco, about March 20; a steamer, about April 3,

From Baltimore, Md.

ATLANTIC FRUIT & STEAMSHIP CO.: For Port Autosio, Jamaica-A steamer every AHANTIC PRIIT A STEAMSHIP CO. For The Third Science every Three of the Control of

20.
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BECKERKE CRUCKLE LINE; For Marchille, Ganco., etc., 11 Plemonic. about Feb. 27; Sirlin, Andrew Company, Comp

about March 28; Guatemain, annut apon ., California, about April 25. ELDER-DEMPNTER LINE; For Liverpool, Lon-don, Astwern and Havre— POLCH-PINILLOS LINE; For Oporto and Bar-

celoin GANS STEAMSHIP LINE: For flotterdam and Antwerpe-Steamers Ibl. in March and April. BAMBI RG-AMERICAN LINE. For Hamburg-Brisgarda, about Feb. 29: Terminal Barr, about March 10; Riverdale, about March 21; Rerminda, stout April 5; Istria, about April 20.

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HARRISON LINE: For Liverpool-Custodiae, about March 32 (Criline, about March 19; Comabout March 32; Criline, about March 19; Com27; Chancellog, about March 20;
HAAO, LINE; For Helfart and Duble-Torr
HAAO, LINE; For Helfart and Duble-Torr
March 17; Helman Heat, about March 30;
LA COTONIPRA LINE; Steamers 16g, for Geoa
LA COTONIPRA LINE; Steamers 16g, for Geoa
LA COTONIPRA LINE; Steamers 16g, for Geoa
LAPORT 8 HOUT LINE; For Antwerp-Heat
Vizachie, Fob. 25; Comoens, about March 8;
Chaucer, about March 28;

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NORWAY-MEXICO GFLF LINE: For Status ger, Christiania, Gothenburg and Copenhages-Nornega, about Feb. 21; Mexicano, about March

LEYLAND LINE; For Havre-LEYLAND LINE; For Hiverpool-Mexican, abed March 4. Jains, about March 10; Colonia, and the Historian Colonia, about March 20; a steamer, March 27; LEYLAND LINE; For Hermen-LEYLAND LINE; For Adwerp and London-MALLAY-PRENTICE LINE; For Ginagow-Ot-

nian, about March 15.

MONTES LINE: For l'rogreso-Steamer about every 8 days.

MORGAN LINE: For Havana-About every 5

I'LISUE-COTONIERA LINE: For Barcelons ticnon and Naples-Monjibello, about March I' PINILLOS LINE: See "Foich Pinillon Line" PRINTE LINE: For Bremen Japanese Prince about March 25; Swedish Prince, about March SOUTH ATLANTIC S. S. CO.: For London and

TEXAS TRANSPORT LINE: For Havry, Copes.

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GULF TRANSPORT LINE: For Liverpool and HAMBURG-AMERICAN LINE: For Hamburg-Steamers idg. in Feb. and March. HARRISON LINE: For Liverpool-Steamers idg Feb. and March,

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LEYLAND LINE: For Liverpool-Steamers idg

19 Feb. and March. LA COTONIERA LINE; For Naples and Genoa-Steamers idg. In Feb. and March. NEW YORK & FORTO BICO S. S. CO.: For Parlo lileo-A steamer, about March 15. From Port Arthur, about three days earlier. NORTH GERMAN LLOYD S. S. CO.: For Bre men-Stemmers idg. in March.

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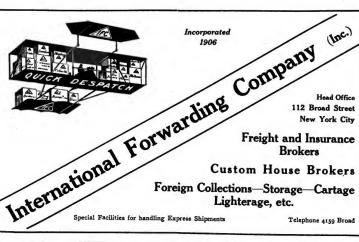
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MARCH, 1912

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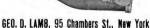
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MARCH 15, 1912.

No. 5.



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NEW YORK, MARCH 15, 1912.

FAIR PANAMA CANAL TOLLS

MPENDING legislation regarding Panama Canaltolls has brought out some absurd suggestions from politicians with a single eye to making themselves popular with the "peepul" by waving the American flag in the face of other commercial nations: Their suggestions that foreign tonnage should pay more than American vessels in passing through the Canal is, of course, in utter disregard of the Clayton-Bulwer and Hay-Pauncefote treaties, but why should a mere "treaty" matter?

The article in this issue by Mr. Welding Ring, a practical steamship man and merchant, takes up this matter of tolls and advocates an equal basis for all, that will cause all the nations of the world to use the canal to the greatest extent. It would hardly be fair to our Latin-American neighbors to place a practical embargo, in the shape of increased canal tolls, on their purchases from England, Germany, etc., for our own profit, and the unfairness of the thing would undoubtedly result to our disadvantage in the world's markets.

DOLLAR DIPLOMACY AND FOREIGN TRADE

THE Spanish article in this issue, published in the Saturday Evening Post, and translated for the benefit of our Latin-American readers, gives Secretary Knox's views on what has been termed the "dollar diplomacy," of the United States. Dollar diplomacy, after all, is the real diplomacy of the day among nations, as the disagreements which our diplomats have to settle nowadays are usually of a mercantile character, relating to reciprocity, tariff reprisals, unfair treatment of aliens in business in foreign countries, etc., so that the term "dollar diplomacy," first used in a slurring way, has become something to be proud of.

The dollar diplomacy of the Department of State, maintained through the medium of the Consular and Diplomatic services, has been one of the chief means of expanding our commerce with other nations until it has reached the grand total of over three thousand million dollars, of which \$2,000,000,000 represented exports. The real "dollar diplomacy," however, as depicted by our cartoon this month, is not merely the selling of our products in foreign markets but also the purchasing of foreign products for our own use, as we can always sell more in a market where we buy than where we simply sell. It would be well for manufacturers and exporters to look into the merits of the products of foreign markets where they do business, in order to work up reciprocal business relations.

REDUCING CONSULAR APPROPRIATION

PROTEST has been raised by commercial bodies all over the United States against the proposed reduction in the annual appropriation by Congress for diplomatic and consular service and the present organized special bureau of the State Department devoted to the extension of foreign trade. The reduction of the appropriation by more than \$500,000 would be most unwise, since there has been an increase of more than \$350,000,000 in the export trade of the United States during the past two years; and a subtantial part of this increase is, no doubt, due to the more effective organization by the State Department of the diplomatic and consular service of the United States. The reduction would tend to retard the development of this service at a time when it is doing its best work for American commerce.

FLOATING EXPOSITION SCHEMES

EVERY once in a while we hear of a scheme for museum, to visit foreign ports, particularly South America, carrying samples of American manufactures and products, and carrying American salesmen, interpreters, etc., to open up foreign markets.

The plan is to fit up the 'tween decks of the steamer with show cases of samples, machinery set up and ready for operation, the power to be supplied by the steamer, and invite merchants and others in foreign ports to visit the ship and see the exhibits. Aside from the practical impossibility of securing the exhibits so that rough weather at sea would not tear them from their fastenings or rack them to pieces, it is doubtful whether merchants in foreign ports could be induced to go aboad a stuffy, bad-smelling steamer. in many cases anchored several miles off shore and liable to be driven to sea to escape bad weather, when the same exhibits could be shipped securely in the usual way and afterwards set up in a temporary or permanent exhibition hall or wareroom in the business district of the foreign port. It can be said that no steamship man thus far interviewed considers the scheme practical.

Effect of Panama Canal on Trade and Travel

The following article by Mr. Weiding Ring, senior member of the well known shipping and mercantile firm of Mallier & Quereau, shows the probable effect of the Panama Canal for some and travel. Mr. Illus is an activated of the use of the Panama Canal for all autions infinitely and the property of the New York Chamber of Commerce his views on the subject are of inferest and value.



HETHER we consider that it was a freak of nature, or the direct intention of Providence, to test the ingenuity and skill of man to overcome it, the fact remains, that the narrow Isthmus of Pranama joins the northern and southern sections of this western hemisphere, and separates the mighty Pacific and Atlantic oceans. Although

only twenty-two miles in width, it has withstood all assaults, probably from the time of Noah and the Deluge, until in the opening years of the 20th century, this bulwark of mountains and morass has yielded to

the skill of American engineers and American genius.

The great Frenchman, Ferdinand de Lesseps, who conceived and built the Suez Canal, attempted the same task at Panama, and failed. It was left for American genius to take it up, where de Lesseps failed, and make one of the most magnificent successes of modern engineering. And the greatest credit of all is due to one man, who has overcome colossal difficulties, and whose name will always stand at the head of this mighty work, Col. Goethals.

Figures and statistics are always dry; but to comprehend this work in part, they must be availed of. The Isthmus of Panama is only 40 miles wide from ocean to ocean, or 50 miles from deep water to deep water. But in these 40 miles there were obstacles that seemed always to the comprehending the comprehending the comprehending mountains so high that it was impracticable to cleave

them deep enough for a sea level, then an angry and uncertain river, with almost uncontrolable power in the rainy season, and then another morass, opening

at the other side.

The enterprise was certain to be costly, and it was feared a sea level canal would go even beyond the long purse of the United States. After thorough and careful deliberation, the Government decided upon a lock canal. Even this will prove to be the most costly engineering enterprise of modern times; now estimated at \$37,500,000, and probably exceeding this large sum. The interest on the bonds issued for its building, and the cost of operation, labor, supplies and

repairs will approximate \$15,000,000 per year, no small sum for our tax payers to contribute, as it will be years before the tolls on tonnage passing through the canal will anywhere near approach this figure.

The engineering problems confronted and met by Col. Goethals, I could not venture to comment upon. There are six locks in all, each 1,000 feet in length, 110 feet in width, and 45 feet in depth. All are to operated by electric power, assisted by a small army of 2,400 men, in the various departments.

The controlling of the Chagres river, confining it within bounds during the rainy season, and from it supplying sufficient water at all times for the locks and canals, was one of the greatest difficulties to over-

come. Comparisons are sometimes odious; but at other times interesting, and I venture upon a few be-tween the Panama and the Suez Canal. The Suez Canal, from its entrance at Port Said to its exit at Suez, is 99 miles in length, including the crossing of the Bitter Lakes. It is practically a huge ditch. dug through an almost level, sandy desert, requiring no locks, no deep excavations, and no difficult engineering problems. The time of passage is about 18 hours, depending upon the congestion of traffic. Two years after its opening, in 1872, a tonnage of 1,000,000 tons passed through it. vielding a revenue of about \$3,500,000. For the year 1011 the traffic exceeded 18,000,000 tons and the revenue over \$26,000,000. The total cost of the canal was \$125,000,000 and dividends on stock, which is principally owned by England and France, have been as high as 30 per cent. Ships of all nations pay the same



WELDING RING.
Senior Member of the firm of Mailler & Quereau,
Engaged in the Anstralian Trade.

rate of toll, no preference of any kind being shown. The Panana Canal, only 40 miles in length, will, when completed, cost not less than \$37,500,000 and possibly \$40,000,000. It is owned and controlled entirely by the United States, for which bonds are issued, the annual interest amounting to about \$11,000,000. Added to this will be the cost of labor, materials, coal and supplies of all kinds, probably \$3,500,000 so that the annual expenditure for interest and operation will be practically \$15,000,000. The time of passage

through the canal is expected to be 6 to 8 hours, when in full working operation.

There can be no comparison of engineering difficulties between the two canals, one representing merely an expenditure for labor and materials; the other almost insuperable obstacles to be overcome in the excavation of a mountain range, construction of the largest locks in the world, and the turning of a deadly (ever-stricken morass, into a territory as healthful as the City of New York. This splendid work of American genius was commenced in 1996, with the expectation that it would be completed by the end of 1945; but strange as it may appear, in a Government undertaking, it is now predicted the canal will be ready for operation by midsumer of next year, or 18 months in advance of the period originally stated.

One of the primary objects of this great work was to afford the means of a quick movement of our war vessels from one to the other coast of our country. This will be accomplished, our fleets will pass from the Atlantic to the Pacific in less than half the time it would take around Cape Horn, and the efficiency of our navy for home defence will thus be more than doubled.

A curious condition of affairs, and conflict of interests, will arise, when the canal is opened. The United States Government will own the canal, and will use all its efforts to induce transportation interests to avail of it. It also owns the Panama Railroad, which parallels the canal almost its entire length. What will the Government do with its two enterprises? Will it be competition between rail and water, with a survival of the strongest, or will it be "Combination in restraint of trade," and contrary to the Sherman Law? As the "King can do no wrong," we will be compelled to accept whatever the officials may decide, and there will be no redress.

There are advocates of a free canal for costwise tonnage, on the grounds that it will be the means of forcing a reduction in freight rates by rail. I do not think that this is a fair proposition, for it would be subsidizing one industry, to assist it in fighting another. The railroads of this country are the heaviest tax payers, employ the most labor, are the largest buyers of supplies, have the greatest number of stock-holders, furnish the best and cheapest transportation of any nation in the world, for both passengers and freight, and have done more for the development of the United States, east, west, north and south many times over, than shipping could ever accomplish. Is it fair to penalize them, by assisting their competitors?

And now what about tolls, a subject that is causing much discussion in Congress and throughout the country? The Suez Canal, costing but a third of the Panama, starting first with a rate of about \$500 per ton, has gradually reduced it, until for this year it will be but \$5,00 per ton, and will still pay a huge profit. No discrimination has been made between countries, all paying alike. Our treaties with Great Britain, that of the Clayton-Bulwer in 1850, and of the Hay-Pauncefote in 1001, clearly and definitely stipulate that the same conditions shall apply to both countries in all respects as to navigation, folls and rights.

Unless these treaties can be abrogated or changed, it would appear that the United States must accord all the benefits of this canal to Great Britain, that are claimed for this country. Such being the case, do we want to hand over without cost, to the nations of the world, this great work, that has cost our people \$0,000,0000 and will entail an annual expense of \$15,000,000? I believe not; but rather, if the Panama Canal is worth building as a great commercial enter-

prise for the betterment of trade conditions, that all who use it, should pay a fair toll.

Professor Emory R. Johnson, of the University of Pennsylvania, who is officially connected with the Panama Canal Commission, and who is the highest authority on statistics in connection with the canal. atter a very careful study of trade conditions, estimates that within a reasonable period after its opening, a tonnage of 8,000,000 tons will pass through, and this will steadily increase as the course of trade changes. To place too high a rate of toll would defeat the object of the canal; to make it too low would not afford sufficient income to pay interest and expenses. A happy medium must be found that will attract the largest volume of trade in competition with other routes, and at the same time pay all that the traffic will bear. Again, Professor Johnson, after careful study, has placed this at \$1.00 per ton, a figure that will not be a burden on commerce, nor a hindrance to the prosperity of the canal. At the start, or soon after, this will only produce \$8,000,000 revenue, as against \$15,-000,000 expenditures; but the experience of the Suez Canal gives good promise that there would be a steady increase in tonnage through Panama, with a fair prospect that in time income would equal outgo, and probably exceed, it.

Passenger traffic through the canal is not likely to be large. There will be some increase to the West Coast of South America, and possibly a small increase to the west coast of North America, but it is hardly probable that very much passenger traffic will be diverted from the shorter and quicker rail routes of the United States and Canada to the longer route by steamer. Far East passengers from Europe will continue to avail of the Suez Canal route, and those from this country will use the steamship lines from San Francisco, Seattle and Vancouver. The class of steamers passing through the Panama Canal, will be for freighting purposes, adapted to the most economical consumption of coal, commensurate with a fair degree of speed, and accommodations for passengers will be a minor consideration.

With the canal completed and in operation, what will be the effect upon trade, both foreign and domestic? He indeed would be a wise man, or a prophet, who could answer this question. All business naturally follows the line of least resistance. The ultimate cost is what every successful merchant must consider. And in the cost of transportation there are many items to be carefully considered. To a large degree, the future of trade through Panama, as against Suez or around Cape Horn, or the Cape of Good Hope, would be determined by a very small margin in cost of products at final point of destination.

Taking the modern steamship used for freighting purposes, with a carrying capacity of 10,000 tons, and a speed of 10 to 12 knots per hour, the question of cost of coal, wages, supplies, interest, and the quickest turn around must be considered. A concrete example, and one of the most careful I have ever been able to find, would make all these items carry a steamship down the cast coast of South America, and 110 the west coast as far as Callao, as against a toll charge of \$1.00 per registered ton passing through the canal and down the west coast to the same port.

The longer voyage, with its accompanying expenses, is offset by the canal tolls. It will therefore depend largely upon the nature of the cargoes carried, whether high cost or cheap. The former, on which interest counts rapidly, as well as goods that must





ROBABLY the best known American export and import commission house, in a world-wide sense, is the American Trading Company, whose New York offices are located at 25 Broad street, in close proximity to the export, shipping and

banking districts.

The American Trading Company has operated under that name for the past twenty years, having been organized to take over the old-established export and import business of Plint, Eddy & Company, and the export department of Plint & Company, who in turn were successors to the old-time shipping merchants Combs, Crosby & Eddy, who were among the pioneers in the introduction of American goods into foreign markets.

The operations of the American Trading Company cover practically all parts of the globe and there is hardly anything produced or manufactured in this country that is not handled by the company, either on a commission basis or by outright purchase for its own account. The extent of the company's basiness is indicated by the fact that it has no less than thirteen branch establishments located as follows: Duenos Aires (Argentine), Rio de Janeiro and Sao Paulo (Brazil), Havana (Cuba), Yokohama and Kobe (Japan), Shanghai (China), Manila (Philippines), Sydney (Australia), Johannesburg (Gormany) and San Francisco. The company also has its own agencies in Bahia and Pernambuco (Brazil), Montevideo (Urugnay) and Bahia Blanca (Argentina) and connections in all the principal ports of the world.

The company's purchases are made under the direction of Mr. Daniel Warren, supervising buyer, the following separate departments being maintained: River Plate (Argentina, Uruguay and Paraguay), Brazil, Colombia and Central America, West Coast of South America (Ecuador, Peru and Chile), Mexico, Cuba, Venezuela, San Domingo, French West Indies, Porto Rico, Japan and China, India, Australia, Africa and Europe. There is also a separate department for engineering projects, the company being largely interested in railroad and industrial developments in many countries.

Argentina is perhaps the most important field covered by the American Trading Company at the present time, as developments there in railroad building, stock raising, grain production and industrial pursuits of many kinds call for large quantities of American products and manufactures, such as lumber, lubricating and illuminating oils, structural material of all kinds, agricultural machinery and implements, binder twine, dairy machinery, supplies and equipment for breweries, sugar mills, chemical factories, etc. Hundreds of tons of such products are

shipped by the American Trading Company on every steamer going to the River Plate, the sailings by the various nnes averaging three a week. The company also charters sailing vessels and steamers for full cargoes of lumber and case oil, on occasion, for Bracargoes of lumber and case oil, on occasion, for Bra-

zil and other South American markets.

Another important field which the American Trading Company has covered very fully for many years includes China, Japan and the Philippines. American cotton goods have obtained a strong foothold in the Far East largely through the efforts of shis company, and the railtroads there have been built to a large extent with American material and equipped with American cars and locomotives through its agency. The constantly growing industrial establishments of Japan have been fitted up with American machinery and supplied with American raw materials, and the latent possibilities of the Philippines have been developed by the introduction of American methods, engineering and machinery largely through the efforts of the American Trading Company.

Australia and South Africa, both British strong-holds commercially because of import tariffs designed to increase trade with the mother country, have become profitable markets nevertheless for American manufactures of all kinds through the persistency of such export houses as the American Trading Company, the traffic having grown in twenty years from the occasional despatch of a sailing vessel to the establishment of some eight direct steamship lines, giving a weekly service from New York to the principal ports. The average cargo of a steamer bound from New York to Australia or South Africa includes everything from the proverbial needle to the entire equipment for one of the government-owned rail-roads. The quality and style of American goods coupled with the efforts of the export houses, has enabled them to supersede the cheaper products of Europe in these markets.

Since Cuba and Porto Rico have come under the protecting aegis of the United States, the commerce of those countries has increased by leaps and bounds, and the American Trading Company, with its branch house in Havana and its representatives in San Juan, have shared in this wonderful increase. It would be impossible to enumerate the kinds of American goods sold in this territory, but the following predominate: Lumber, oils, foodstuffs, provisions, railroad material and equipment, sugar and coffee machinery, agricultural machinery and implements of all kinds, builders' materials and hardware, dry goods, notions, toilet articles, pater, chemicals, paints, etc. Exports to the French West Indies consist chiefly of foodstuffs, provisions, dried fish, lumber, oil, dry-goods, toilet articles, etc.

(Continued on page 24)

EXPORTERS' ENCYCLOPAEDIA

EIGHTH (1912) EDITION

The Only Complete Export Shipping Guide Published

A STANDARD WORK OF REFERENCE 5. EIGHTH YEAR 984 PAGES, CLOTH BOUND

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Alphabetical Index of Countries of the World. Alphabetical List of New York Steamship Lines. American Consulates Abroad. Approximate Values of Foreign Coins, Banks and Bankers in Foreign Trade. Bills of Lading (Arrangement of). Cable Rates. Coins (Foreign), Values of. Commerce of Principal Ports of the World. Commercial Terms (Explanation of). Comparative Table of Pounds and Kilos. Consignment of Goods. Consular Invoices (Fac-similes and Instructions). Consular Regulations (in full for each country). Consuls (American and Foreign). Custom House Clearance. Difference in Time (New York and Prominent Cities). Distances from New York (Table). Drawbacks on Export Shipments. Export Commission Houses (Directory of). Foreign Drafts (Arrangement of). Foreign Postage Rates.

Foreign Weights and Measures (American Equivalents) Forwarding of Documents. Forwarding Shipments through Agent. Free Lighterage Privilege (Map of New York Harbor).

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Marine Insurance.

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Re-Importation of Exported Goods.

Shippers' Drafts on Foreign Countries.

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" (from Mobile).
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Transfer Charges.
Transshipments (General Information).
Valuable Packages (Protection of).

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"Finier the bend of "Shipping Rostes" the Encyclopedia shows the name and address of each line, the leading pler, the smiling days, posts of call, whether the line carries freight, nessengers and must how many this of index or resulted, whether fleight must be prepaid, the minimum bill of inding for each port, the time to the principal ports, indeed clies and how they are reached, etc., etc.

The importance of this detailed information cannot be overestimated by the American Manufacturer who makes export shipments, as a failure to observe the conditions which apply, invariably results in fines, delays, annoyance to the customer and, eventually, loss of business.

The Exporters' Encyclopaedia has the strongest endorsement of all the steamship companies and of thousands of manufacturers throughout the United States,

EXPORTERS' ENCYCLOPAEDIA CO., 80 Broad Street, NEW YORK CITY

La Diplomacia del "Dollar"

El siguiente articulo se debe a la pluma del Honorable Secretario de Estado el Sr. Don Philander C. Koso, y fué publicado en el "Saturday Eveniap Posta", Periodico semanal con dircultacion de cual Des miliones, y que naturalmente ha Hamado mucha atencion. Como que se el dicho Articulo lance especia ferencia da neutras relaciones con las Republicado de Ser y Cariro America. De publicamos en Español, un absecuio de meseros lectres en aquello apudciario America. De publicario en entre previous Revisias.



A promocion del Comercio Americano es el principal movil de Diplomacia Americana, hoy. Nunca en toda la historia diplomatica de los Estados Unidos, ha dado el Gobierno tanta atencion a la promocion del Comercio con el extrangero como lo viene haciendo en los ultimos años.

En las negociaciones sobre aranceles que tuvieron lugar en el año de 1910 con varias de las Naciones de Europa etc. con el obgeto de adaptar sus reglamentos y provisiones aduanales a los maximums y minimums de las estipulaciones de la Ley Payne-Aldrick, la diplomacia del Departamento logró buenos y permanentes resultados en beneficio del comercio americano. Adoptando logicamente el principio de máximo y minimo con aquellas naciones cuyos aranceles son duales el departamento aprovechó esas condiciones para establecer ventajas para los productos americanos relacionandolos con los que los de ellas habrian de tener aqui y este principio de justicia fué tan bien recibido y aceptado que hoy no se sabe que haya ningun articulo producto de los Estados Unidos contra el cual se haga distintivo, en el Extrangero.

Las ocasiones para la aplicación de esta practica diplomatica, han sido numerosas y casi interminables. Cada vez que en las aduanas de algun pais se establece algun cambio en la clasificación de nuestros productos mediante los cuales cualquiera de ellos ha de pagar mayores derechos; Manufactureros y Comerciantes Americanos, en el acto apelan al Departamento de Estados y este dá impulso a las ruedas de la diplomacia a veces con bastante actividad, pero desde luego con tal que el gobierno se haya ecretorado antes de que las quejas están bien fundadas. La mayor parte de las veces la interposición de nuestro gobierno prontamente remedia el mal.

Pero no es solo por medio de la diplomacia comercial que el gobierno ha podido beneficiar al comercio en general. Ambos brazos del servicio extrangero asi como tambien el mismo sistema de administracion, se han reorganizado con el objecto primario de dar la mayor expansion al comercio americano. Grandes esfuerzos y gastos se han hecho para establecer en el servicio diplomatico y consular una fuente de información que cada día se hace mas valiosa y necesaria para el desarroyo del comercio: informaciones que constantemente se publican y facilitan á cuantos en ellas puedan interesar y estos informes, que al principio eran inciertos y poco seguros han llegado a un estado de perfeccion que gran parte del Comercio los utiliza y se base en ellos para la realización de innumerables operaciones y negocios.

Aparte de la influencia que el Departamento ha egercido obteniendo para nuestros Ciudadanos conceciones y contratas de gran valor calculadas en mas de \$100.000.000 en los dos ultimos años, podemos llamar atencion al enorme incremento de nuestra exportacion de materias primas y manufacturadas. Tal comercio una vez establecido aumenta a pasos gigantescos por sus propios meritos y el empuge de los que interesan en ellos. Su expansion con la ayuda del Departamento queda justificada porque abre nuevas sendas y oportunidades en benefício no tan solo del Capital y labor empleado en numerosas Fabricas, Mortes, Haciendas y minas en todo el país, sino del comercio en general.

Baste como prueba de esto una ligera referencia a las cifras que seguiran; Las exportaciones en el año de 1911, escedieron las del año anterior por valor de \$230,000,000. Exceden las del año de 1907, el año de fama hasta entonese en \$163,000,000. En productos manufacturados ha sido sorprendente, pasando el valor de \$1.275,000,000. y excediendo su exportación en 1910 mas de \$191,000,000 y la de 1907 \$166,000,000. La exportación de 1911, supera la importación en \$525,000,000, mientras que en 1910 fué de \$529,000,000 y en 1909 mas de \$300,000,000. La exportación total en el año de 1911 fue por valor de \$250\$,841,7224.

La actividad del Departamento de Comercio por medio de su Seccion de Relaciones extrangeras en union con el servicio diplomatico y consular ha tenido siempre por la mira, obtener ventajas permanentes en beneficio del comercio en general, y como notable prueba de exitos, podemos citar los siguientes.

Han conseguido que los Certificados del Departamento de Agricultura, basten para satisfacer a las principales naciones que importan nuestros productos, de la pureza y sanidad de los articulos que se preparan bajo los reglamentos de la Ley de Pureza en Comestibles y Drogas segun el Acta del 30 Junio 1956. Con este paso se han eliminado obstaculos que hasta entonces habian sido serias obstrucciones en el negocio de exportacion de carnes y de los productos del Puerzo y el aumento consecuente en la exportacion de esos artículos, gracias a la concesión ya dícha, fué en el año de 1011, por valor de \$25,000,000 mas que en 1910, en el que el valor total de dichas exportaciones llegó a ser de \$125,000,000.

(Continúa a la pagina 24)

To Users of the "Exporters' Encyclopaedia"

Unless the Encyclopædia is kept up to date and is accurate it is of little value; in fact, incorrect information is worse than none at all. These pages (22 and 23) are so arranged that they may be withdrawn from the Review without injury to the rest of its contents, and handed to the actual users of the Encyclopaedia.

The "correction notes" herewith apply only to the eighth (1912) edition.

EXPORTERS' ENCYCLOPAEDIA CO., ** BROAD STREET.

Correction No. 2, March, 1912.

PARCELS POST (page 113). The parcels post for Curacao includes all the Dutch West Indies, as follows; Aruba, Bonaire, Curacao, Saba, St. Eustatius and the Dutch part of the island of St. Martins.

> Correction No. 1, March, 1912. AFRICA (East Coast).

Route 8. R. P. Houston & Co., have removed to 17 Pattery Place.

> Correction No. 1, March. 1912 AFRICA (North Coast).

Route 9 (page 179). Steamers now load at Pier 74, North River, West 34th Street, New York,

> Correction No. 1, March, 1912. AFRICA (South).

Pages 185 and 187. R. P. Houston & Co., have removed to 17 Battery Place.

> Correction No. 1, March, 1912. AFRICA (West Coast).

Route I (page 199). Direct steamers for West African ports load at a Brooklyn pier, usually Erie Basin or Atlantic Basin.

> Correction No. 1, March, 1912 AFRICA (West Coast).

Route 2 (page 200). Direct steamers for West African ports load at a Brooklyn pier, usually Erie Basin or Atlantic Basin.

> Correction No. 1, March, 1912. ARGENTINA (page 228).

Route 4. R. P. Houston & Co., have removed to 17 Battery Place.

> Correction No. 1, March. 1912. AUSTRALIA (page 251).

Route 2. Steamers now load at pier, Robinson Stores,

Brooklyn, foot of Congress Street.

Correction No. 1. March. 1912. ARGENTINA (page 228).

Route 5.

Sailings are now: For Buenos Aires, the 10th and 25th of each month.

For Rosario direct, the 10th of each month; steamers sailing on the 25th transship at Buenos Aires.

For La Plata direct, occasionally; for other places by transshipment at above ports.

> Correction No. 1, March, 1912. CHILE (page 338).

CONSULAR REGULATIONS

Punta Arenas, from and after April 1, will be no longer a "free" port and it will therefore be necessary to take out Consular invoices and have the steamship bills of lading certified the same as for other places in Chili, on and after that date.

Correction No. 1, March, 1912.

CUBA (page 408). Route 2.

The extra charge of 83 cents per 1,000 kilos on shipment to Sagua la Grande has been abolished.

Correction No. 1, March, 1912.

EGYPT (page 463). Route 12.

Steamers now load at Pier 74, North River, West 34th Street, New York City.

> Correction No. 1, March, 1913. GREECE (page 525).

> Route 10.

Steamers now load at Pier 74, North River, West 34th Street, New York City.

> Correction No. 1, March, 1912. HAITI (page 541).

The Consul General of Haiti is now Mr. Catinat Fouchard. The Vice-Consul is now Mr. Ernest Georges Chanvet. Consular invoices and bills of lading must be presented for certification not later that 3 p. m. on the day before steamer sails, otherwise a fine may be imposed.

Correction Notes for the "Exporters' Encyclopaedia." March, 1912

Correction No. 1, March, 1912. HONDURAS (page 507).

Route 7. Mallory Steamship Line. Pier 45 North River.

West Tenth Street, New York. American Steamers.

Sailings:

Every Wednesday and Saturday for Galveston (Texas), thence by connecting steamer for l'uerto Cortez and Ceiba.

Freight and passengers. REGULATIONS.

Same as Route 1, except that clearance is effected at Galveston.

Note.—Route 7 should be added, on page 562, at Puerto Cortez and Ceiba.

Correction No. 1, March, 1912. MEXICO (page 643) CONSULAR CHARGES

Consular blanks (per set of four), now cost ten cents.

Correction No. 1, March, 1912. MEXICO (page 644).

CONSULAR REGULATIONS After 48 hours from the time of sailing of the steamers on which the goods are shipped, double fees will be charged for certification of Consular Invoices, and notation of the reason for the delay must be made on the invoices.

> Correction No. 1, March, 1912. PANAMA (page (86). CONSULAR REGULATIONS.

Office hours of the l'anama Consulate are now 10 a. m. to 4 p. m .- Saturdays, 10 a. m. to 12 m.

Five copies of the Consular invoice are now required.

The Consul keeps four copies of the Consular invoice. Consular invoices are no longer required on shipments consigned to the Isthmian Canal Commission or the Panama Railroad.

> Correction No. 1, March, 1912. SERVIA (page 763).

The Servian Government has appointed M. Poupin as Consul General at New York, with offices at 443 West 22nd street. As the consul has no regular office hours, he suggests that shippers and others should consult him by mail.

Correction No. 1, March, 1912.

SAN DOMINGO (page 800). Route 1.

Sailings are now:

Every ten days for Turks Island, Puerto Plata, Sanchez, Samana, Macoris and San Domingo City. Every 20 days for Monte Cristi and Azna.

Correction No. 1, March, 1913 SAN DOMINGO (page 809). REGULATIONS.

Company's form of receipt is now required in making delivery of goods at dock.

Gross weights, in pounds and kilos must be shown on the bills of lading.

Correction No. 1, March, 1912.

TURKEY (page 844). Steamers now load at Pier 74, North River, West

34th Street, New York City. Correction No. 1, March, 1912.

URUGUAY (page 857).

R. P. Houston & Co., have removed to 17 Battery Place.

> Correction No. 2. March. 1912. SHIPPING ROUTES FROM BOSTON.

Route 8 (page 888). Weekly sailings (Wednesdays) for Port Antonio (Jamaica), have been resumed. NOTE.—Route 8 from Boston should be added at "Jamaica," on page 22.

Correction No. 1, March, 1912.

SHIPPING ROUTES FROM NEW ORLEANS.

Route 26 (page 935). New Orleans-Cuban S. S. Co.

The J. H. W. Steele Co., Agents., Whitney-Central Bldg., New Orleans. Chartered steamers (Stuyvesant Dock, Chalmette).

Sailings: About twice a month for Havana and Matanzas (Cuba).

Freight only.

Average time to Havana, 3 days.

Bills of lading issued for above ports only. REGULATIONS.

Same as Route 1, except that

Freight must be prepaid;

Hazardous cargo will be accepted by special permit:

Minimum bill of lading for direct ports, \$3.00; No parcel receipts issued.

CUBA

Manufacturer's representative, with well-established trade in Havana, own office, will undertake the representation of two or three American lines.

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RGENTINA RAZIL INADA)LOMBIA)STA BICA HAITI MEXICO PHILIPPINES NCE VENEZUELA
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NEW YORK

(Conlinta de la pagina 21)

Se ha conseguido que otros gobiernos pasen y obliguen eumplimiento de reglamentos sanitarios y mejoras en las condiciones de embarques de frutas y legumbres destinadas para este país, medidas de preeaucion que necesariamente son de gran importancia para la higiene de nuestro pueblo.

Se han logrado grandes modificaciones en las restricciones que se imponian a la importación y nso del aceite de algodon refinado. Este es producto esencialmente Americano y el Departamente ha mantenido que el producto por su purera y excelencia merecia igual consideración y conecsiones arancelarias que las que tenian otros aceites vegetales y así se ha logrado en los países donde su importacion es de mas importancia.

Sugestiones del Departamento respecto de mejoras en el servicio de postas y combio de paquetes con mercancias, han sido adoptadas, con gran beneficio para los comerciantes que trafican en mercancia de pequeño bulto que se pueden enviar de esa manera a poco costo y para el cange de muestras de todas

clases de mercancias.

El Departamento ha favorecido cuanto eonduce a establecimiento de lineas de vapores directos entre puertos en los Estados Unidos y los del extrangero á fin de evitar transbordes en los puertos intermedios y al mismo tiempo disminuir el tiempo entre puerto y puerto logrando de esta manera que hoy se puedan hacer viages de solo quince a veinte dias de navegacion los que en otros tiempos invertian desde treinta hasta eiento veinte dias.

Ha conseguido modificaciones y reducciones en los honorarios y reglamentos consulares que antes ob-

struian la marcha del comercio.

No de menos importacia han sido las modificaciones logradas en las leyes respecto de marcas de fabricas, las que por su suceptibibilidad y interpretaciones tecnicas resultaban perjudiciales y obstruian el cange comercial.

Mercados extrangeros han abierto sus puertas a ciertas mercancias cuyas entradas se imposibilista ya por restricciones ó por la imposicion de derechos y recargos que impedian su entrada y hasta se han conseguido para algunos artículos preferencias de gran valor.

El personal del servicio diplomatico y consular americano en todo el mundo ha comprendido facilmente la gran importancia y necesidad de su apoyo y ayuda y unos y otros se muestran incansables en cuanto pueda contribuir á mejoras comerciales re spondiendo prontamente á cuantas solicitudes les hace el comercio directamente ó por mediacion del Departamento de Estado.

La prueba de que quizás algunos de los gobiernos europeos que mas nos disputan los mercados del mundo, miran con gran interes y hasta celo la ayuda de nuestro gobierno, puede verse en el siguiente estracto del Quartely Review, periodico Ingles de mucha fama y circulación.

"Los metodos del Foreign Office (Departamento Extrangero, Ingles) en este y otros sentidos, pueden muy bien compararse, con la practica de 1 de los Estados Unidos, a fin de poder juzgar lo nuy atrasados que andanos tras nuestros primos de America, en essentido. Apesar de que como se ha comprobado, el Gobierno Americano gasta menos en su servicio consular que el Gobieruo Ingles, tiene personal mucho mas nimeroso y obtiene sorprendentes beneficios en el sentido de informaciones, noticias, y cómputos. Tienen establecido un perfecto sistema para divulgar cuantos informes puedan beneficia al comercio de los Estados Unidos, cuyos informaciones se publican diariamente en pliegos especiales que se distribuyen gratis à cuantos los soliciten."

Observaciones y mi propia experiencia, me convencen de que ya es tiempo de modificar la seccion 2 del Acta aduanal de Agosto 5, 1909 para adaptarla a las condiciones que se han creado, estableciendo condiciones y derechos especiales bastante clasticas para ajustarlas a casos especiales cuando la justicia y equidad lo requiera.

En lo que concierne al Comercio con las Republicas Hispano Americanas, asuntos en que siempre he tenido el mayor interés personal, temo que nuestro pueblo aun no realiza el gran progreso que se ha hecho y progreso en que hemos tenido que sobrepujar condiciones algo mas que adversas. Pocos son los que estudian los mapas lo suficiente para ver claramente que lo que es en toda la costa Atlantica de Sud America, precisamente donde se aglomera su poblacion y movimiento mercantil, no podemos aventajar a Europa; cuyas lineas de Vapores con subsidios del gobiernos nos llevan grandes ventajas. Inglaterra en esos mercados nos aventaja un siglo y Alemania, mas de veinte y cinco años. No abogo por regañar a muestros productores porque estos hasta lace muy moco, han tenido consumo para mas de lo que han podido producir, sin salir de los limites del pais.

(Continuará)

Export Commission House Buyers

(Continued from page 19)

The company's European trade is transacted through London and Hamburg, from which centers other countries are supplied. Exports include raw materials of all kinds for the many industries of the old world, special machinery, electrical equipment, agricultural machinery and implements, builders' and household hardware, provisions, foodstuffs, oils, chemicals, steel products, tobacco, etc.

The American Trading Company buys, as well as sells, in all the markets of the world, imports consisting of sugar, coffee, cocoa, hides, skins, hard-

woods, dyewoods, vegetable oils, silks, tea, spices, hemp, copra, mineral ores, rubher, sisal, most of which eventually enter into manufactured goods which are largely exported, often to the countries from which the raw materials came. The fact that export houses like the American Trading Company buy from their customers, as well as sell to them, gives them a decided advantage in foreign markets and accounts for the success of their operations on the narrow margin of commission they receive.

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Millin, 1847 BOOM time Ventury Standard COOC:

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Bulgaria a Good Field for American Goods

American exporters should pay particular attention to Bulgarian Contracts, both government and municipal, many of which, both large and small, are announced annually, contracts for rolling stock and railway material of every contracts for more important of the empty of the contracts for more important of these may be mentioned bridges, road rollers, telegraph wires, motor boats, dredges, barges and lighters, etc.

The articles required from time to time for minor contracts include electrical appliances, drugs, surgical requisites, military boots, cement, office stoves, iron windows, hospital beds, paper, chloride of zine, iron bars and tubes boths, nuts and screws, saws, lead bars, crude and cast iron, etc. Local agents are necessary in tendering for government and municipal contracts, but in the case of large contracts it is much preferable that any American firm wishing to tender should send out their own representative, as is often done by foreign firms, who thereby greatly improve their chances of success.

Firms tendering should be most careful to adhere rigidly to the conditions laid down, for they may expect that, where any case of doubt arises, they will be held rigidly to the letter of the law. For similar reasons firms or persons applying for concessions should exercise caution in leaving nothing to chance if they wish to avoid future difficulties.

Russia's Foreign Trade Shows Large Increase

The total trade of Russia during 1911 was valued at 2,42,662,000 roubles, an increase of 14,706,000 roubles compared with 1910. The exports amounted to 1,468,122,000 roubles, showing an increase of 84,246,000 roubles as compared with the previous year, while imports, at 1,016,500,000 roubles, were 6,50,50,000 roubles higher. The surplus of exports over imports was 451,502,000 roubles, an increase of almost 21 million roubles compared with 1910.

Protest Against Reduced Consular Service

A strong protest against the recommendation of the House Committee on Foreign Affairs to reduce the appropriation granted to the State Department for the consular service has been registered by the board of directors of the Merchants' Association of New York. This action is in line with that of the New York Chamber of Commerce, the New York Produce Exchange and similar prominent organizations in all sections of the country.

Plans for Railway Building in Mongolia

It is understood that the Russian plans for railway enterprise in Mongolia include three lines. The first is one leading from Tashkent, the present terminus of the Central Asiatic railway, to Kashaz. The second line is to run from Heviesk to a terminus on the line of the Siberian railway system at Chukchog, and the third from Mutitovaya, a point on the trans-Baikal line, to Koolun via Kukta.

Japan to Benefit by Panama Canal

Baron Makino, Minister of Agriculture and Commerce, said in the Diet recently that the opening of the Panama Canal would have most important results for Japan. The distance between New York and Yokohama would be reduced by 5,000 miles, while freight would be reduced by 50 per cent. as compared with the railway transcontinental route to New York. In regard to tea shipments alone 7,000,000 yen a year would be saved in freight. Of the imports into Japan that of cottom would be most benefited.

Projected Line Between Spain and Pacific Coast

The Compania Transatlantica of Barcelona, the well known Spanish steamship enterprise, has announced its intention of establishing a service via the Panama Canal, to North Pacific coast ports. A special agent of this line, who has been visiting the Panama Canal zone to make investigations for the line, has reported favorably on the matter to the home office. The Spanish line now operates a monthly service between Cadit, Barcelona, New York, Cuba, Mexico and South America.

Extensive Irrigation Scheme for South Africa

The Union Government of South Africa is about to introduce a bill in Parliament authorizing the raising of a loan of 15,000,000 for irrigation works and for promoting the settlement of Europeans on the agricultural lands which can be fertilized by irrigation. The shortage of labor has become a serious factor in South Africa and the Government is considering the question of the introduction of 100,000 laborers from the cheap labor markets of Europe, such as Italy and Russia.

Old Trans-Atlantic Line Changes Ownership

It is now reported that Furness, Withly & Company, Limited, have become the owners of the business and good will of George Warren & Company, together with the fleet of the Warren Line operating between Boston and Liverpool, viz: the lowa, Sagamore, Sachen and Michigan. The Warren Line is one of the oldest in the trans-atlantic trade, having succeeded the old White Diamond Line of sailing packets, famous in their time for some smart passages between Liverpool and Boston.

Contract for St. John Harbor Works Awarded

The contract for developments at Courtenay Bay, in the harbor of St. John, N. B., has been awarded to Norton Griffiths & Co. The contract price is \$5,000,000 and the work, which includes the building of a breakwater 4,500 feet in length and 4,734 feet of wharves, is to be completed in four years. In addition, the agreement with the contractors calls for the construction of a dry dock, on which \$4,000,000 is to be expended.



The following alphabetical list of goods manufactured by our niterations will evaluate supers, both here and abroad, to make a quist, selection of the best conversa in many lines. We will be elicated to furnish to supers the names of manifacturers IN ANY LINE, from our subscription lists, which include the BIST CLASS of manufacturers in the Laited States, and only those interested in export trade.

ADDRESSING & TRADE LISTS.
N. Y. Addresing & Mailing Despatch, 43 Fuiton
St., N. Y. City. A. B. AGRICULTURAL IMPLEMENTS,
A. B. Farquhar & Co., Cotton Exchange Bidg.,
N. F. Lawelies & Co., 10 Bridge St., N. Y. City,
Leson Sprayer Co., 150 W. 250 Hs., N. Y. City,
American Fork & Hoe Co., 11 Broadway, N. Y.
City. ARSENATE OF LEAD, The Vreeland Coemical Co., 50 Church St., N. Y. City. ASBESTOS PRODUCTS. Robt, A. Keasbey Co., 100 N. Moore St., N. Y. City AUTOMATIC VENDING MACHINES. Jacger Automatic Machine Co., Philadelphia, Pa S. Gumpert & Co., Brooklyn, N. Y. BASKETS, BOXES & SHOOKS, Coles & Co., 100 Warren St., N. Y. City. BEEF BROTH CUBES.
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The Henry Gerber Co., 114 William St., N. Y. CONTRACTORS' AND ROAD BUL SUPPLIES, Tide Water Iron Works, Hoboken, N. J. BUILDERS DENTISTS' SUPPLIES.

The Royal Mfg. Co., 132 Nassau St., N. Y. City. DRY GOODS AND NOTIONS. Kelly & Knief, 66-68 New St., N. Y. City. San-Knit-ary Textile Milia, Philadelphia, Pa DYNAMITE,
E. 1. du Pont de Nemours Powder Co., Wilmington, Del. ETCHINGS, PHOTOGRAVURES, ETC.
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N. Y. City. EXPLOSIVES.
P. 1. du Pont de Nemours Powder Co., Wilmington, Del. FACTORY SEPPLIES. FILTER BAUS & CLOTHS. Brooklyn Filter Rag Co., Brooklyn, N. Y. The Felters Company, N. Y. City. FURNITURE,
Marks Adjustable Chair Co., 11 East 30th St.,
N. Y. City. GAS APPLIANCES. GAS APPLIANCES.

Twenileth Century Mfg. Co., Newark, N. J.

Little Glant Co., Philadelphia, Pa. GLASS.
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GLASSWARE, ETC.

Albert R. Marryatt. 57 Marray St., N. Y. City.
George Schneider. 41-61 Clymer St., Brooklyn.

N. Y.

H. & S. Glass Instrument Co., 938 Gates Ave., Brooklyn, N. Y. 1. e Essey Mfg, Co., 150 Nassau St., N. Y. City. GLAZIERS' DIAMONDS.
Thos. L. Dickinson, of Nassau St., N. Y. City. HOUSEHOLD UTENSILS.

Silver & Co., Brooklyn, N. Y.
Twentleth Century Mfg. Co., Newark, N. J.
Aug. Goetts, 276 Morris Ave., Newark, N. J. HYDRAULIC RAMS.
Rife Engine Co., 111 Broadway, N. Y. City. The Vreeland Chemical Co., 50 Church St., N. Y. City. JEWELERS' BRUSHES, E. G. Mecker, 46 Green St., Newark, N. J. LEAD (AND PRODUCTS OF). LEATHER SPECIALTIES. John Practz, Brooklyn, N. Y. Geo. D. Lamb, 65 Chambers St., N. Y. City. LEMON JUICE EXTRACTORS, The Easley Mig. Co., 150 Nassau St., N. Y. City Simplex Letter Opener Co., 258 Brondway, N. Y. City. METAL NOVELTIES. Hecht & Birsch, 621 Broadway, N. Y. Cur. METAL TILING. Sanliary Metal The Co., Brooklyn N. Y. MOULDINGS.
Greenwoint Mouiding Co., Brooklyn, N. Y. OFFICE APPLIANCES.
Simplex Letter Opener Co., 228 Hroadway, N. Y. City.
August Goerta & Co., Newark, N. J.
The Henry Gerbes Co., 114 William St., N. Y. The Henry Gerbes Co., 114 William St., 2 City. Wm. C. Slegert, 72 Braver St., N. Y. City. OFFICE FIXTURES.

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Brass Goods Mg. Co., Brooklyn, N. Y.
Amerlean Show Case Co., Brooklyn, N. Y.
Watchman's Clock & Snpply Co., D. Church St.,
N. Y. City.
E. O. Hausburg, 45 Malden Lane, N. Y. City. PAPKINGS.
Rolt, A. Kensbey Co., 100 N. Moore St., N. Y. Chy F. W. Devoe & C. T. Haynolds Co., 101 Fullon St., N. Y. CRy., 50 Church St., N. Y. City. Patton Paint Co., 50 Church St., N. Y. City. Bontempi Rust-Frooding Co., 111 Broadway, N. Y. City.

Y. City.

Y. Compound Works, 288 Front St., N. Y. City, I. S. Rubberoline Mfg. Co., Hoboken, N. J. PARCHMENTS AND VELLUMS, Joseph Hogers, Jr., Farmingdale, N. J. PERFUMES, Geo, Lorena Co., 104 S. 129th St., N. Y. City. PICE COVERINGS.
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Ludwig & Po., Willow Ave., East 135th and 136th Sis., N. Y. City.
Universal Piano Co., Whitlock Ave. and East 13th Sis., N. Y. City.
Rehr Bros. & Co., 298 Eleventh Ave., N. Y. City. Hitth St., & Co., 298 Elevento account City.

The Waldorf Plano Co., 552-554 W. 29th St. N. The Waldorf Plano Co., 552-554 W. 29th St Y. City. Kelso & Co., 510 W. 27th St., N. Y. City.

Hecker Bros. 623 M. & 10th Ave. N. Y. City. II. Hammelster, 311-301 East 723 M. N. Y. City. Behaling Plano Co., 133rd Nr. & Alexander Ave., N. Y. City. W. P. Haines & Co., Park Ave. & 129th St., N. The Gordon Plano Co., 13-15 Canal Place, N. T. City. PLUMBERS' SUPPLIES.
William Briggs. Brooklyn, N. Y.
Williams & Wella Co., 250 Fulton St., N. Y.
City.
''tto Berns, Newark, N. J.
Hindley & Pendicton Co., Brooklyn, N. Y. POWDER.
E. 1. du Pont de Nemours Powder Co., Wilmington, Del. PROPELLER WHEELS & CASTINGS.
P. Ferguson & Son. Hoboken, N. J. RAZOR STROPPERS.
U. J. Ulery Co., 25½ Warren St., N. V. CRJ. RESTAFRANT RANGES, Kukelkorn & Co., S Peck Slip, N. Y. City. SCIENTIFIC INSTRUMENTS, Shore Instrument & Mfg. Co., 555 W. 22d St., N. Y. City.
H. & S. Ginas Instrument Co., Brooklyn, N. Y. SEWING MACHINES, The New Home Sewing Machine Co., N. Y. City. SHOW CASES & FIXTURES, serican Show Case Co., Brooklyu, N. Y. SPRAYERS. Lenox Sprayer Co., 150 W. 23d St., N. Y. Clly. Wm. C. Siegeri, 72 Beaver St., N. Y. City. STEAM PACKINGS. Robt. A. Keasbey Co., 100 N. Moore St., N. Y. City STEAMSHIP SUPPLIES. Nutry & Cook Mfg. Co., Brooklyn, N. Y M Magre & San. 147 Fulton St., N. F. City TOLLET ARTICLES,
H. Michelsen Co., 42 W. Bresslway, N. Y. City.
The George Lorenz Co., 101 East 129th St., N. Y.
City. TOYS. Burtholomae & Zimmermann, Brooklyn, N. Y. S. Olchmann Trunk Co., 169 Spring St., N. Y. TIBULAR BOILERS, Morrin-Climax Boller Co., Jersey City, N. J. VALVES AND FITTINGS.
William & Wells Co., 250 Fulton St., N. Y. City. Jacger Anto, Mach. Co., Philadelphia WATCHMEN'S CLOCKS.
E. O. Hausburg, 45 Maiden Lune, N. Y. City.
Watchman's Clock & Supply Co., 9 Chirch St.,
N. Y. City. WATER FILTERS
Robring Water Purifylug Co., 68 Murray St., N. Y. City. WIRE OFFICE RAILINGS, Oscar Stolp, 20 Fletcher St., N. Y. City, WOODEN TANKS & VATS.

SOUTH AND CENTRAL AMERICA, ETC.

Mexican Oil to Enter World's Markets

THE CONTRACTOR OF THE CONTRACT

A corporation called the Eagle Oil Transport Co., with a eapital of E. Loc 2000, has been formed in London for the purpose of building a number of tank steamships by which the products of the Mexican Eagle Oil Co. can be carried from Mexica to various markets of the world. A contract has been awarded for a fleet of 20 tank ships, having a total carrying capacity of 25,000 tons. The vessels are to be fitted for the consumption of oil as fuel. It is said the capacity of the fleet will enable it to convey to distant markets more than 2,000,000 tons a year of products of the Mexican oil field.

Proposed Service Between Canada and Jamaica

The Canadian Pacific Railway Co. is negotiating with the Jamaica government for a fast weekly steamship service between the island and Canada, calling at Bernuda both ways. The service is intended to develop the fruit trade and carry the mails. The company demands a subsidy of \$300, 000, one-half of which is to be paid by Jamaica and the other half by Canada.

United Fruit Co. Plans Line from Galveston

The United Fruit Co. has ordered machinery and other appliances to the extent of Saqooo preparatory to operating a line of steamers from Galveston to Central American ports in competition with the Atlantic Fruit and Steamship Co. The latter company recently became the successors of the Southern Steamship and Banana Co., whereby it gained exclusive rights in the Mexican banana field.

Brewers' Machinery and Equipment Needed

The brewery belonging to Anwander Brothers, in Valdivia, Chile, the largest in South America, was totally destroyed by fire in February. The loss is estimated at \$5,000,000. As there is little doubt that the brewery will be rebuilt, there is a good opportunity for American manufacturers of brewers' machinery to get in their bids for equipment.

New Water Supply System for Santiago

The water supply of Santiago, Chile, is to be completely reorganized under the auspices of the Government, which proposes to expend \$6,500,000 in carrying out the project.

Canadian Company to Exploit Mexico

The Mexico Northwestern Transportation Company, Limited, has been incorporated at Ottawa, Canada, with a capital of \$25,000,000 to build and operate railways, pipe lines, mills, grain elevators, hotels, amusement parks, steam-ships, piers, smelters and furnaces, power houses, to develop mines and waterpowers, sink wells, to construct and operate irrigation systems, to manufacture lumber, etc. It is understood to be another MeKensie & Mann enterprise.

Immense Sum for Chilean Public Works

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A bill has been submitted to the Chilean Congress to provide for the necessary expenditure for the execution, during the ten years 5012-21, of a scheme for the construction of railways, bydraulic and irrigation works, and public buildings, at a total cost of 217,004,55 pesso. The expenditure is divided as follows:—Railways, 110,100,000 pessos, of which 1,50,000 pessos are to be expended in 1912 and 10-500,000 pessos in each of the years 1913-21; hydraulic works, 326,004,005 pessos, of which 4,05,645,55 pessos are to be expended in 1912, and between 2,500,000 and 3,000,000 pessos in each of the remaining years; public buildings, 6,000,000 pesso spread evenly over the ten years; irrigation works in the provinces of Taena, Atacama, Coquimbo, Santiago, Curico, Linates, Bio-Bio, and Cautin, 10,000,000 pessos spread evenly over the years 1912-16.

Will Need Electrical Supplies and Equipment

The Mexico Tramways Company, which has New York offices at 25 Broad St., will soon begin the construction of two important extensions of its interurban electric system. One will run from Mexico City to Toluca and will be about sixty miles long, and the other will run from Mexico City to Evolka, a diwance of about 125 miles.

New Services Established by Lloyd Brazileiro

The Lloyd Brazileiro will shortly inaugurate a service of fast steamers between Paysandu, Argentins, and Rio de Janeiro, and also between the latter port and Manaos. The vessels which will be employed on this service will be the best that the Company possesses, namely the "S. Paulo." "Arer," "Minas Gernes" and "Rio de Janeiro." Sailings will be from Rio to Paysandu, via Montevideo, on the 7th and 22nd of each month and from Rio to Manaos, on the toth and 25th of each month.

New Line Planned Between U. S. and Colombia . .

A charter has been filed by the Colombian National Steamship Co., of Wilmington, Del, with the Colombian government, authorizing the company to establish a line of steamships between the United States and Colombia, for the transportation of freight, passengers and mails. The original stockholders of the organization are not known in New York shipping circles, nor is it thought that the line, if established, will operate to and from New York. The capital stock of the company is only \$500,000. The Colombian representative is Alfonso Jaramillo, of Bogota. Colombia.

May Build Dry Dock in Iamaica

Advices from Kingston, Jamaica, state that the Government is considering the proposal of an American syndicate to spend \$15,000,000 to provide for a dock repairing plant and carry out harbor improvements at Kingston in view of the opening of the Panama canal. The proposal will likely go before the Legislature for a full discussion.

EUROPE-GREAT BRITAIN AND THE CONTINENT

Insurance Value Placed on New Hamburg Liner

The Hamburg-American Steam Packet Company's new liner, Imperator, is being offered for insurance on the Continent and in London for a sum of £1,000,000, which, however, is less than her actual value. The only other single vessel placed with underwriters for a similar amount is the White Star liner Olympic. The Imperator will be placed in the New York-Hamburg service in the spring of 1913. Two other 5,0000-ton boats are to be ready a year later. They will have a speed of 21 knots. The Hamburg-American Line has now under construction 21 steamers of a tonnage of 236,000 tons, orders for which were all placed during 1911. When the new steamers have been launched the total tonnage of the Hamburg-American Line will be 1,-256,150 tons.

Allan Service to France to Be Continued.

The Allan Line has secured the renewal for a period of five years, of the contract to maintain a regular passenger and freight steamship service between Havre and Quebee and Montreal in summer and St. John, N. B., in the winter. It has been decided to place on the route the steamers Scotian, of 10,300 tons, and the Ionian, of 8,300 tons, which hitherto have been in the Glasgow service, while Glasgow service will be strengthened by the inclusion of the Scandinavian, of 1,100 tons, and another modern liner.

Cunard Line May Run Line to Odessa

It is reported that the Cunard Steamship Company is being urged to run a line from Odessa to New York, with calls at several Turkish and Greek ports en route. Apart from the increasing volume of traffic between South Russia and the United States, it is believed that such a service could rely upon securing a large share of the emigration which at present goes by way of Libau, Hamburg and Bremen.

Electrical Power Station for Vienna's Needs

It is announced that the municipal authorities of Vienna have just decided to purchase a colliery at Zillingdoor, Lower Austria, and to establish a large electricity-generating station adjoining the same. The current generated will be transmitted to Vienna for lighting and power purposes.

American Engineer to Construct Spanish Railroad.

John F. Stevens, at one time chief engineer of the Panama Canal, has seemed, it is reported, a contract to construct a \$60,000,000 railroad in Spain. It is said that construction work will start in June and after completion the road will be turned over for operation to the Spanish Government.

Russia to Encourage Manufacturers of Machinery

The bill prepared by the Minister of Commerce embodying measures to encourage the manufacture of agricultural machinery in Russis has been taken up in the Duma. The bill proposes to permit the entry duty free of eretain machines and machine parts, to offer manufacturers of agricultural machinery credit on easy terms and to reduce taxes in their favor. In addition to these provisions the bill now proposes a temporary reduction in the tariff on the whole range of farming machines after July 14, 1912, the date of the expiration of the present tariff, to be prolonged indefinitely. The Duma Finnacial Committee intends to ask the Government to introduce in the immediate future a bill providing for a bounty in the manufacture of harvesters and bilders.

French Line to Enter Canadian Field

The Compagnie Generale Transatlantique (French Line), has decided to establish a regular service between France and Canada. Sailings will be monthly between Havre and Quebec in the summer, and Halifax in winter. Cargo the shipped at Dunkirk and passengers will embark at Havre. The first sailing will take obace from Havre Auril 27.

Bulgaria to Spend Money on Harbor Works

The Bulgarian Government has passed a bill providing credits for the following harbor works: Silistria, 1,000,000 francs, Bourgas, extension of harbor, 3,000,000 francs for cleetric light and power; Varna, 1,350,000 francs to purchase a floating dock, 300,000 francs for the erection of a shed and 25,000 francs for electric lighting.

Danish Company Establishes Pacific Line

The East Asiatic Company, of Copenhagen, will operate as teampship line, beginning at once, between European ports and Portland, San Francisco and Puget Sound, according to official announcement made by Meyer, Wilson & Co, agents of the company for the Pacific Coast. General freight will be earried from Europe, while on the outward trip steamers will load with wheat, flour, lumber and other commodities.

St. Petersburg Water Works and Drainage Project

The St. Petersburg Town Council has selected an engineer-in-chief for the designing of the new waterworks and the drainage of St. Petersburg and for the eventual direction and execution of the scheme. The cost of the projected works is £10,000,000.

Considering Plans for Railway Electrification

At a recent meeting of the Board of Directors of the London and South-Western Railway meeting the chairman stated that the development of the suburban traffic was to be taken seriously in hand; there were different system of electrification in vogue, and it would be necessary to give the matter very careful consideration.

A S I A INCLUDING EAST INDIES. ETC.

Japan's Efforts to Make Her Own Steel Products

Although Japan early recognized the necessity of adequate iron and steel works for national defense, the results of efforts to establish such plants efficiently have not been satisfactory. Japan consumes about 750,000 tons of crude iron annually, of which about 140,000 tons are produced in Japan, and only 180,000 tons of steel. Her iron and steel products are inferior to those of foreign countries. Japan lacks skilled engineers and lahor to compete with foreigners. The works have suffered chiefly for want of sufficient quantities of suitable iron ore. The high eost of iron ore, most of which is imported from China, as well as the high cost of suitable coal, are reasons why the works have not paid. Recent development of excellent iron and coal areas in Korea indicate a possibility of improvement in the steel production, and the importation of iron from China has largely decreased. However, neither the Japanese navy nor the army can depend on national industry to supply current needs and Japan will, for some years yet, remain a market for European and American steelmakers.

Japanese Purchase Chinese Iron Works

Negotiations for the sale of the Imperial Chinese Merchant Marine Company to the Xippon Ymsen Kaisha and for the transfer of the Hanyang Works and the Tayeh Iron and Ping-baing coal mines to a Chino-Japanese company have been completed. The business houses of Mitsui and Bussan advance five million tasts (£62,500.), a portion of which will be lent to the Republic, the latter guaranteeing the protection of the property.

Hydro-Electric Project for India's Capital

There is talk of providing Delhi, when it becomes the capital of India, with an adequate supply of electric power not only for public and private electric lighting, but also for the numerous fans which must work day and night during the hot months of the year, for tramways, for pumping in the waterworks, and for mills and it is urged that waterpower should be used for the purpose rather than thermal engines. It is pointed out that on the Upper Jumna, about 180 miles from Delhi, at a height of 1,700 feet above the sea. the gradient of the river becomes sufficiently steep for the purpose of a series of hydro-electric installations. A concession for this portion of the river about 12 miles in bed length was granted a few months ago by Sir, John Hewett, in the name of the Secretary of State for India. Estimates have been made for a supply of 5,300 kw. at Delhi to begin with, but with a full development of the capabilities of the river it is calculated that ultimately over 18,000 kw. will be available.

Siam Decides to Adopt Metric System

The King of Siam has sanctioned the adoption of the metric system for Siam. The French namealature has been adopted and the French names and abbreviations will be transitierated into Siamese characters. It is expected that this new law of weights and measures will be promulgated in about one year. For the first year after the publication of the law the use of metric weights and measures will be optional, but after that their use will be obligatory. A complete list of the countries now using the metric system was published in our February issue of Exporters.

Effect of Panama Canal on Trade and Travel

(Continued from Page 18)

reach their market for certain season trades, will no doubt choose the quicker route, via the canal, the cheaper cargoes will, many of them, still pass around the Capes. Such has been the experience of Suez, and probably will be of Panama.

A most important element in transportation by water is the cost and quantity of coal. There are many coaling stations throughout the world; at some the prices being moderate, at others very high. Long voyages, without frequent stops for coaling, mean giving up a large portion of room for coal, and a corresponding decrease in cargo space. In the Pacific, coaling stations are far apart and this largely determines the course of trade.

Professor Johnson has estimated that, with present cailing facilities, the dividing line would be drawn through a portion of Japan, the Philippines and the eastern coast of Australia. Ports on the east side of this line would favor Panama, those on the west, Suez. How correct this may be, time and experience only will show; but it is a fair estimate, predicated on existing conditions.

Differences in distances between present routes from New York via the Suez Canal, or around the Cape of Good Hope, or through the Panama Canal, show that by the latter route there would be a saving of 5,000 to 6,000 miles to New Zealand, according to ports; of 2,000 to 4,000 to Australian ports, while from Seattle to Lendon it would be 5,000 less through the canal, than around Cape Lendon. The of according to the canal than around Cape Lendon in the canal continuous control of the canal for the west coast of North and South America, and its development will be watched with great interest. It is not believed that any large portion of trade now using Starc can be diverted to Panama. It must be "round the Capes" trade, and new business, as well as a portion of the rail freight now using the transcontinental roads, or the Tehanntepec railroad, on which Panama will have to depend for success.

The President of the American-Hawaiian Steamship Company states, that their line of steamships will avail of the canal as soon as it is open for service. This will mean 750,000 tons annually, from the start, with probability of a large increase. A considerable portion of the tomage now passing through Suez will, no doubt, choose the Panama route; but it will mean a struggle to secure this, for Suez interests will not passively permit it; on the contrary, they will not passively permit it; on the contrary, they will not passively permit it; on the contrary, they increased efficiency and probably lower toll rates,

AFRICA CAIRO TO THE CAPE

Large Sum for Port Improvements at Dakar.

The General Administration of French West Africa, having made a loan of 66 million france (about \$1,000,000, for various works in the colony, has decided to spend a sum of 12 million frances for the improvement of the colony's potts. The greater part of this sum, as well as a special loan of one million frances, will be spent for harbor works at Dakar (Senegal). These works of improving the port have been partially completed already, and have attracted the attention of steamship companies and shippers, who found that Dakar offers many advantages to make it a port of call in the route to South Africa and South America. Already many regular lines revictual at Dakar, provisions, water, and coal being cheaper there than at the Canaries, and the handling of vessels and their despatch in the road-stead are also said to be highly satisfactory.

Union-Castle Line to Increase Fleet

It is understood that the Union Castle Mail Steamship Company has just ordered a liner at Belfast which will be larger than any boat at present in its service. The Union Castle Line operates a weekly service from London and Southampton to the principal ports of South and East Africa, calling at Maderia, the Canary Islands, St. Helena and Lobito Bay, also a monthly service for Port Sudan, Aden and ports in East Africa as far south as Natal.

Railway Developments in Africa

Five railway projects for the opening up of Africa are at present clither in progress or seriously considered. First, there is the great Cape to Cairo railway, whose northern and sonthern sections are pushing slowly to an ultimate junction in mid-Africa. Then there is the French Trans-Saharan, and the further scheme of that nation to join the valley of the Niger and Lake Tchad with the Atlantic coast by means of the Trans-Sudaneer railway. Germany also has planned the Trans-Faudorial road, her first important railroad development in Africa. The fifth enterprise contemplates building a line from the Strait of Gibraltar southerly along the Atlantic coast by way of Casablanca and Agadir to Dakar, which is an important point of shipment for West Africa, where France has lately built an important avail station.

Rail Rates in Transvaal Reduced

Owing to the share of Lourence Marques (Delagoa Bay) in the oversea traffic to the competitive area in the Transvaal during 1911 having exceeded the proportion allocated to that port by the Transvaal-Delagoa Convention, railway rates from Union ports to the competitive area, for rough goods, galvanized iron, industrial raw material, produce and fertilizers has been reduced by 100, per ton.

Effect of Panama Canal on Trade and Travel

(Continued from page 30)

There is an old saying that "Trade follows the Flag," but long ago, I learned that it was a fallacious theory. To prove the contrary, I am sure there is not a business man who reads this, who would pay 10 per cent. per ton more for shipping in a steamer flying the stars and stripes, than he would by an English, Gernian, or any other craft in the same trade. If he did, his competitors would soon out-distance him in every foreign market, and his customers would quickly forsake him. As a matter of sentiment, it sounds well to support the American flag, but when it reaches the cold calculations of actual business, on an economic basis, conditions must be met, if the United States is to compete with the trade of other nations. This does not sound patriotic, I grant you, and stated from the Rostrum or the Pulpit, where the subject is generally misunderstood, seems almost rank heresy for an American. But facts are facts, and no amount of mere argument can change them, and cause our merchants to pay a premium for the privilege of trading under the Stars and Stripes.

Speaking as a shipping merchant of more than forty years experience, I deplore the fact that our flag has almost disappeared from every port. I have never sailed into or out of any port, in any part of the world, that I did not look for our flag, and felt a keen disappointment when it was not there. How shall we

bring the flag back, and claim our share of the world's commerce? There are many doctors, and I disagree from most of them in their remedies. In only one way do I believe we can regain our supremacy on the sea, I do not believe in subsidies, direct nor indirect, I do not believe in the remission of tolls, or paying for tolls out of the Treasury of the Government. I do not believe in discriminatory duties on merchandise imported in American ships, but I do believe in changing our antiquated and obsolete navigation laws, so that an American will be permitted to buy his ships in the cheapest market in the world, and have the freedom in operating them on a competitive basis with other nations in all foreign trades. As for our coastwise shipping, if our people prefer to retain this exclusively for American ships, and pay the penalty of higher freight rates, I am content.

But for foreign trade we must have the most economical cost, and basis of operating, or we are beaten before the race is started. With these privileges and opportunities and the genius, energy and progressiveness of the American people, I confidently predict, that within a brief period of only a few years our shipyards would team with industry, first in repairs, and then in shipbuilding, our merchants and shipping companies would again fling their colors to the breeze, and our flag would cross all oceans and seas, and float proudly in every nort. May the day soon come.

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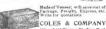
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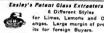


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Water Power Machinery Will Be Needed.

A report from Consular General W. A. Prickitt, of Auckland, New Zealand, states that tenders are to be called for all the machinery required in connection with the Lake Coleridge water-power scheme. Tenders will be received at the public works office, Wellington, New Zealand, until May I, for the supply and delivery at Lyttelton of the following plant in connection with the scheme. Water wheels and accessories, generators and accessories, switchboards and accessories, transformers and traveling cranes,

Amalgamation of Australian-New Zealand Lines

The recent amalgamation of the New Zealand Shipping Co, and the Federal Steam Navigation Co. means the cooperation of one of the oldest and best known mail, passenger and cargo lines in the New Zealand trade with a much younger, but equally progressive passenger and cargo enterprise associated with Australian trade. The New Zealand Company's steamers call at Teneriffe, Cape Town and Hobart on the outward voyage from England to New Zealand, while homeward they touch at Montevideo, Rio de Janeiro and Teneriffe. The Federal Company is largely engaged in the transport of frozen meat and wool as well as general traffie.

Australia Market for Ready-made Clothing

Consul John F. Jewell reports from Melbourne that one firm in Melbourne has recently taken up a line of readymade clothing, and the venture is understood to be a success. As ready-made clothing from the United States and all other countries except Great Britain is subject to a 40 per cent. ad valorem duty, while that from Great Britain pays 35 per cent., only clothing of the best quality and style could be profitably imported.

Whaling Industry in Tasmania

A Norwegian company has decided to enter into the Tasmanian whaling industry. Two vessels, the "Hobart" and the "Mimosa," are now on their way to the Antipodes and it is understood that a floating factory and four other steam whalers are to follow. Their headquarters are to be at Port Davey, on the west coast of Tasmania, about 100 miles from Hobart.

To Build Electric Light and Power Plant.

The New Zealand "Gazette" publishes a notice issued by the Mayor of New Plymouth to the effect that a proposal to borrow £12,000 for the extension of the electric lighting and power works has been approved on a poll of the ratepayers



FOREIGN TRADE OPPORTUNITIES

The following are among inquiries received by the Bureau of Manufactures, of the Department of Commerce and Labor, Washington, D. C., during last month. Manufacturars interested can obtain full particulars, fras of charge, by writing to the Bureau of Manufactures and referring to the number given.

8141 Men's 8141 Men's clothing fornishings— ada. 8142 Automobiles— 8143 Office sondries norelties Eng 8144 Machinery for metal and wood working

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Steem plus — Edopo
Arcin; Temper arms—Mediterranean.
Printing machinery and supplies—Africa.
Blader iw hoe-Europe.
Bledrical goods—Germanyer—England.
Meving pleture films—Near East.
Steel plus and cotton water—Eggt.

8154 Lithographing establishment - Latin America.

Bakery machinery—Latin-America,
School furnilure—
Laces, embroideries and leather gooda—
Canada.

Canada.
Driving bells for machinery—Europe.
Cheese factory—Oceania.
Bleycle and automobile accessories—Mediterranean.
Clolling, shoes, hats and furnishings— 8192

Azda.

Moving picture films—Russia.

Material and machinery for making Portland censent—Europe.

And the films—Russia.

Wednesder films—Russia.

Garbage destrictor—Tasmania.

Paper bag making machines—

Talioring fabrica and sewing machines— Asla.

8195 8197 8198

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Annia machinery—Australiada.
All machinery—Australiada.
Electric light plant—Latin-America.
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water-power scheme—New Zentand.

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Well-drilling machinery—Latin America.

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8245 Drop forged Iron golf heads—United King

tiom.
Clothing—South Africa.
Clothing—South Africa.
Agencies for various lines of goods—Europe
Motor cycles—East Africa.
Stone-cutting machinery—Spain.
Cottonseed and oleo oil, hardware and lumstone-cutting machinery—Spain.
Cottonwed and oleo oil, hardware and lumber—Tarkey.
Automobile and oleo oil, hardware and public and the state pipes for water aupply—Cando arter pipes for water aupply—Cando oilekin goods—Medilerranean.
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8266 Electrical machinery-Cuba.

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World's International Trade Increasing

The world's international trade has doubled in value in the last five years, and shows for 1911 a larger total than ever before recorded. A comparison of figures which cover portions of the year 1911 indicate that the trade for those portions of the year for which figures are available shows an increase of between 5 per cent, and 6 per cent, over the corresponding period of last year, and should this gain be shown in the figures for that part of the year not yet reported the total international trade of the world would approximate 17 billions of imports and 183/billions of imports.

These figures indicate that the international commerce of the world in 1911 aggregated approximately 351/2 billion dollars, against 30 billions in 1907, 24 billions in 1904, 20 billions in 1901 and 161/2 billions in 1806. These figures are in all cases a combination of both imports and exports for all the countries for which data are available, and since all articles exported from one country become the imports of some other country the value of the merchandise actually moved may be assumed to be approximately half the sum obtained by a totalization of the imports and exports. Taking the export figures alone, the total for 1911 will probably approximate 17 billion dollars, against 14 1-3 billions in 1907. 11 1-3 billions in 1904, 9 2-3 billions in toot and 734 billions in 1896. The imports, although composed of articles already recorded as the exports from some other part of the world, are valued considerably higher when imported than the valuation of the same articles when exported, since in most cases cost of transportation and, in some cases, other expenses are added in determining the value of the merchandise when imported. As a result the valuation of imports into the principal countries of the world in 1911 will probably aggregate about t81/2 billions of dollars, against 16 billions in 1907, 13 billions in 1904, 11 billions in 1901 and 9 billions in t806.

Commercial Growth of French African Possessions

A measure of the commercial value to France of her North African possessions is furnished by the 1901 figures of the exports and imports of Algeria. The total commerce amounted to \$25,000,000,000 are injuncted \$1,000,000 over 1901. Of the total trade \$177,160,000 was with France and of the imports \$9,600,000 caren from the house country. The total commerce between France and her North and West African commerce between France and her North and West African colonies now approximates a quarter of a billion annually. The total for the property of Algers rose to 16,82,8200, only slightly less than that of Marcellet, the first French port, and that of Gran jumped to \$3,85,000, distincting Havre, the second port in European France. The gross earnings of the Algerian railroads were \$2,000,000, an increase of \$1,800,000.

Large Canadian Port Contract Awarded

The contract from the Hudson and Pacific Railway Deelopment Co. for the construction of docks, granaries, station yard brildings, etc., at Port Churchill, Hudson Bay, amounting to \$7,00,000, has been awarded to Pethic Bros. of London, England.

British Empire to be Linked by Wireless

The British government has accepted the terms of the Marconi Company for erecting long distance radiographic stations and inaugurating a British imperial scheme of all red wireless connection between the empire and the dominions, to be known as the Imperial Wireless Chain. The initial stations will be at London, Egypt, Aden, Bangalore, Pretoria and Singapore. Other stations will be erected later on. The Marconi Company will receive in payment \$300,000 for each station and to per cent. of the receipts for a period of twenty-eight years.

International Congress of Chambers of Commerce

Business organizations in all civilized countries of the world, and particularly in South America and the Far East, are being invited to send delegates to the International Congress of Chambers of Commerce, which will meet in Boston next September. Following the business sessions, at which several important questions bearing upon international business relations will be acted upon, the foreign delegates will visit several of the principal cities of the country, where they will be entertained by the local commercial organizations and given an opportunity to observe commercial, industrial and social conditions.

The delegates to the congress are of two classes: first, the official delegates designated to attend the congress by the governments of the leading commercial nations; second, the delegates appointed by the leading business organizations of the world who are affiliated with the congress. The purpose of the congress is to facilitate the commercial intercourse of nations, and to promote cordial relationship between them. To this end it considers at its binnial sessions questions of international scope affecting business and business relations. The recommendations adopted by vote of the delegates are carried out by a permanent committee, the headquarters of which are at Brussels (Beglüm).

Dock Construction Material Will Be Needed

The construction of the new South Albert Dock at London will occupy about five years. Tenders will shortly be invited, and it is estimated the cost will be something between £2,0000 and £2,25000. The dock is necessary, despite the vast improvements planned by the Port of London Authority in existing docks, because of the growth in the size of steamblips, and large vessels form an increasing proportion of the tonnage of the port. The new dock will have an area of 65 acres. The depth of water will be 38 ft., and the quays are to be \$2,000 ft. long. The dock is to be \$4600 ft. long and 700 ft. wide at the eastern and 500 ft. wide at the western ends.

Orders Placed for Twenty Tank Steamers

Contracts have recently been placed with English builders for no fewer that twenty-one oil tank steamships of large dimensions which will be adapted for the consumption of either coal or oil. Several of these are said to be for American owners.

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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS.

.—The lines are arranged alphabetically under the part of departure. This anables aubscribers to the eighth (1912) adition of the "Exporters" Encyclopeedia" to ascertain quickly the proposed sailings of all lines, except where the agents could furnish no advance "Exporters: Encystopeacus: to assertant quanty and exporter and the exporter and ex

From New York.

AMERICAN & AFRICAN S. S. LINE: For Cape Town, Algon Bay, East London, Port Natel, Delagon Say-Aros Castle, March 23; Kubinga, April 10. AMERICAN ASIATIC S. S. CO.: Far Hong Kong, Shanghal, Kobe and Yokohama-Indraveli, Warney

and Chiunteen carly April.

AMERICAN & CUBAN LINE (Mexican Service):
For Tampico, Vera Crus and Progreso—Santa AMERICAN & CUBAN LINE (Mexican Bervice): For Tampleo, Vera Crus and Progreso—Santa Clura, late April. AMERICAN & INDIAN LINE: For Port Sald, Jiddah, Adea, Bombay and Calcutta—Koranna, March 23; Swazi, April 22. "AMERICAN LINE: For Southampion—St. Panl. 12-11 3: 1 London April 12. Philodolphia

AMERICAN & INDIAN LINE, For Port Baid,
AMERICAN & INDIAN LINE, For Port Baid,
Allotha, Adon, boming and Civetta—Korana.

Allotha, Adon, boming and Civetta—Korana.

AMERICAN LINE, For Southampton—St. Pani,
April 20, See York, April 21, Shedhad,
y 8t, ordin, April 21, Shedhad,
y 8t, ordin, May 11, Talladelphia, May 15,
AMERICAN AND MANCHERIAN LINE, For Portion
American Line, April 12, For Strander Robert
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American Line, April 12, For Death
American Line, April 12, For London,
American Line, March 20, Calebonia,
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April 15, Calebonia, April 13, Line, May
April 16, Calebonia, April 11, April 24, May
April 16, Calebonia, April 17, Line, May
April 16, Calebonia, April 17, Line, May
April 17, Line, May
April 18, Line,

Arther Live For Monthly Section Array and Recognition of the Market Live For Monthly March 201 (Jord at Marc

BOGITH LINE: For Para, Maranasm, teres and Parnabyba-Henedick, March 25; Bosiface, April 25; Justin, May 23, BRISTOL CITY LINE: For Swansea and Bristol —A. Steamer every fon daya. UNITH LINE: For [quiles—l'cayall, early

April 12. American days.

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15 Whitehall Street, New York Telephone 4261 Broad GALVESTON OFFICE, MARINE BLDG *CUNARD LINE: For Gibraltar, Napies, Flume, Trieste—Ivernia, March 28; Carpathia, April II; Kazodia, April 25; Pannosia, May 2. ELDER DEMPSTER LINE: For Chary Inlands and West Const Africa Foris—Degama, March and West Const Africa Foris—Degama.

and west const arrice Forls—regum, asacu-"PARRE LINE For Mayeeliles-Roma, March 22; Madoana, March 29; Canada, April 29; Ger-mania, April 12; Vesseila, Arril 20; Sant'Anna, For-mania, April 12; Vesseila, Arril 20; Sant'Anna, For-March 20; Sant'Aller 10; Sant'Anna, For-March 20; Sant'Aller 10; Sant'Anna, Arril 30; Arril 20; March 20; Sant'Aller 10; Sant'Aller 10; April 25; Marcher, April 10; Cincinnal, April 26; April 26; Marcher, April 10; Cincinnal, April 20; April 26; Marcher, April 10; Cincinnal, April 20; April 20; Marcher, April 10; Marcher, April 20; Marcher 20; Marcher, April 20; Marcher, April 20; Marcher 20; Marcher

Adell 19, Miller and 11, Pennsylvania, and 12, Miller and 11, Mill

HANDA, LINE: For Port Salat, Aster Karnett, April S. Washington, Port Bartis, Schiller, Schiller, April B. Washington, Port Bartis, Schiller, S. Washington, Port Bartis, S. Washington, Warns and Passarson, Weetlerfeld, March Server, Sanyran, and Condantinopic-Themistics, Sayran, April 20, Nordam, April 20,

A steamer Ma HOUSTON

Said London, Poer Natal and Delague highBoard London, Poer Natal and Delague highBoard Committee and Committee

30 and April 15.
30 and April 15.
*LLOVII ITALIANO: For Naples and Genoration, March 23; Mendoza, April 13; Ta-

mins. May 4.

**LLOYD SAHAUDO: For Naples and Geuoa—Principe di Plemonte, late April.

**BERGHANYS LINE (New York & Pacific S. 8.

**Co., L4d.): For Putits Aronas, Coronel Valparalise, Autofogastia, Inpience Plasgua, Africa,

**Autofogastia, Upience, Plasgua, Africa,

**Autofogastia, Upience, Plasgua, Africa,

**Autofogastia, Papril; Condor, early

**Autofogastia, April; Condor, early

**Autofogastia, April; Condor, early

**Autofogastia, Papril; Condor, early

quil-Chipana, carly April; Condor, early April.

MINNON STEAMSHIP LINE; For Matanzas, Cardenas, Sagua and Callanten-Cubana, March 27, April 21 and May 12; Paloma, April 10 and May 8.

May 8.

"MUNSON STEAMSHIP LINE: For Nipe, Nue-vilas, Bibara—Olinda, April 3 and May 1; Cur-tiyba, March 20 and April 17, Steamer Olinda calls at Puerto-Padre alan.

*Staamers are equipped with the Merconi Wireless Systam-ess page 41.

PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS,-Continued from page 39. See Notice at head of Page 39.

*NATIONAL STEAM NAVIGATION CO.: Piracus, Calamata and Patros—Patris, **AAVIGAZIONE GENERALE ITALIANA! For Napies and Genous—America, April 5; Dace 6. NEW YORK & CUBA MAIL STEAMSHIP CO. FOR HARAM-MOTO CASIE, MARCH 25; Monteery, March 25; Havana, March 26; Monteery, March 27; Havana, March 28; Monteery, March 28; Havana, March 28; Monteery, March 28; Havana, March 28; Monteery, March 28; Havana, March 28; Havana, April 29; Monteery, April 29; Havana, April 29; Monteery, April 29; Havana, April 29; Monteery, April 29; Havana, April 29;

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LINE: For B. KHE. Considerate Marinalists Enablesion and Demonstructure. April - Enables of the Demonstructure. April - Enables of Enables of

PRINCE LINE: For Rio de Janeiro, Santos, Monterideo, Buenos Ayres and Rosardo—African Prince, April 20, a Roberto—African Prince, April 20, a Roberto, Robbia, Rio de Janeiro and Santos—Eastern Pr., March 25; a stessuer, April 25.
PRINCE LINE: Por Cape Town, Algos Bay—East London, Port Notal and Delagoa Bay—East London, Port Notal and Delagoa Bay—

A steamer -...

GERIEK STRAMSHIF CO., Per Bermuda-Bermulian, every Weiberday, Turn Francisch and Visitstand in Michael and Demorara-Karon. March 30; Gilana, April 13; Pirtina, April 27; March 20; Gilana, April 13; Pirtina, April 27; Michael Chang, April 27; Pirtina, April 27; Michael Chang, Michael Chang, April 28; Pirtina, April 29; Michael Chang, April 17; Michael Chang, April 29; Michael Chang, April 29; Michael Chang, April 20; Michael Chang, Michael Chang, April 20; Michael Chang, Michael Cha

ROYAL DUTCH WEST INDIA MAIL LINE: For Barbados and Demerara—Saramacca, March 25 and April 22; Coppename, April 8 and May

ROYAL DUTCH WEST INDIA MAIL LINE: For Trinidad and Paramaribo-Marowijne, April 1, 29 and May 27.

RISSIAN EAST ASIATIC S. S. CO.: For Liban -- Kursk, March 23; Birma, April 6; Lituanie.

May been American Line; For Christians and Copenhagen—from II. March 2s. C. F. Tleteen, April 4; Bulled States, April 11; Bellig Glav, April 25; Great II. May 9.

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From Philadelphia, Pa.

ALIAN LINE, FOR St. Johns, N. P., and Gissons Stomers Hell. B. April. Ap

purit a, Amerouzia, April 10; coccetura, 320; irilatia Links; Por Genes and Napies—Aecota about March — America, April 2; Oceanic March — America, April 2; Oceanic — Philadder Philadder

PEED STAR LINE: For Antwerp-Marquette.
March 29: Menominee, April 12; Manitou. April 20: Marquette. May 10: 12: Marquette. May 10: 10: Marquette. May 10: SCANDINAYIAN-AMERICAN LINE: For Christians and Copenhagen—Alexandra, about March 20: Paxinia, about March 20: March 2 April 10. UNITED FRUIT CO.: For Port Antonio, Jamaica-Every Thursday, 10 a. m.

From Boston, Mass.

ALLAN LINE: For Giasgow-Steamer idg in ALLAN LINE: For Civerpool-Laconia March 201: Franconia, April 16; Laconia, April 30: **HAMBURO-AMERICAN LINE: For Hamburg-Bonla, about March 29; Bulgaria, April 32: Bethania, April 29:

HAVANA LINE: For Havena-Beta, about March 23; and April 17.

(Continued on Page 42)

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authority of the Chicago, in Most ellectr media and award of
versal Expenition, in Fatria, in 1900; gold media and diploma at the
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AGENTS AT AMSTERDAM VAN ES & VAN OMMEREN PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS,-Continued from page 40. See Notice at head of Page 39.

(Continued from page 40)

BOLLAND-AMERICA LINE; For Botterdam—Zanudy, about March 30; Amsteldy, about March 30; Amsteldy, about March 30; Amsteldy, about March 30; Derpond—Certana, March 30; Deronian, March 30; Deronian, March 30; March 31; Assence, April 6 and 30; March 31; A stenner, April 6 and 30; March 31; American 40; American 4

SCANDINAVIANA AMERICAN LINE FOR CUT-tions and Coppelinger—Louising, about March Lines and Coppelinger—Louising, about March Fitting Fall T. Co., For Feet Lines—Every Fitting F. a., For Livery-Coppeling Composed, WHITE STAR LINE; For Anors, Gibraller, Names and Geono—Creite, April 6; Canopile, WHITE STAR LINE; For Liverpool—Mynatic, Names and Coppeling Control, Coppeling WHITE STAR LINE; For Liverpool—Mynatic, B. Majeral Spotter, Stark Do., Carpir, Oppil WILAGON, A. FIENNESS-LEVLAND LINE; For MILAGON, A. FIENNESS-LEVLAND LINE; For March 20, March Lines, Coppeling Control, Oppil March 20, March Lines, Coppeling Control, Oppil March 20, March Lines, Coppeling Control, Oppil March 20, March Lines, Coppeling Coppeling Coppeling Coppeling March 20, Ma

LESON LINE: For Hull-Francisco, about larch 20; Buffalo, about April 10; A steamer, lay 1.

From Baltimore, Md.

ATLANTIC FRUIT & STEAMSHIP CO.: For Port Autonio, Jamujen - A steamer every Thurs-ATLANTIC TRANSFORT LINE: For Harrest Transform of the Tra April 22

HOLLAND-AMERICAN LINE: For Rotterdam—
Manrienalyk, about March 20; Gorredyk, about April 3; Sociidyk, about April 3; Sociidyk, about April 28. about April 20.
UNNSTON LINE: For Liverpool-Rowanmore, about April 2; A sleamer about April 15 and 30.

LORD LINE: For Cardiff, Dublin and Belfast—
Belfast, about April 5; A stenmer, about April MUNSON LINE: For Colon-A steamer, about April 12.
NEPTUNE LINE: (Now Holland-American NEFTCHN LINE: LANG MURBOLAMANCH MINESCH (1987) AMERICA (EMPANA LLOND) FOR Fremes—Main, March 23; Keeln, March 20; Brundenburg, April 11; Neekar, April 15; Rielen, May 1; BED NYAR LINE; For Antwep—Georgian, about March 20; Philosephina, April 80; Chief Charles, Allender March 21; Alberty March 21; Alberty March 21; Alberty March 21; Alberty March 21; Tean, about April 21; Tean, about April 21; Tean, about April 20; Tean, about April 20;

From Norfolk and Newport News,

CHESAPPARE & DHIO S. E. CO. LTD. (Virginia Basic Property of the Property of t

From New Orleans, La.

ATLANTIC & MENUCA CAMBRIDGE AND ACCORDANCE ACCORDANC BLI LELIES STEAMSHIP CO.: For Bluefields
-Sycer Thursday.

(AMPAGNIE: GENERALE: TRANSATIANTIQLE: For Have and Hordenty Louisiana,
about April 2; Gui tenala about April 7; Callfornia, about April 25.

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ELDER-DEMPSTER LINE: For London, Ant-ELDRE-DEVIPOTER LINE: For London, Ant-PULCH-PINLING. MINF: For Opered and Bar-reirons-Markin Seena, March 20; Flo IX, about GANS NTRANSHIP LINE; For Rotterdam-stements insulate in March and April, march 1997, and a second second second for the pulch of the pulch of the pulch of the Company of the Company of the Company Marchedol, about April 16; Bernudol, about ADMINON, LINE: Per Literopol. Critina, March 20; Chanceller, March 20; Student, April J, Centurion, April 4.

HEAD LINE: For Belfast and Dublia—Ramore Head, about March 20; Glenarm Head, about Line 20; Glenarm Hea ORGAN LINE: For Havana-About every 5

MORGAN LINE! FOR IMPROMENSIAN ON A COL. For North Color Profession of the Colo PHEMER-COTONIRRA LINE: For Barcelona Genoa and Naples-Mongibella, about March 25. a steamer, late April. PHILLOS LINE: For Bremen-Swedish Prince, early April: RNKO Pierce, late April. 80UTH ATLANTIC S. S. CO.: For London and Hull-

TEXAS TRANSPORT LINE: For Havre, Come TRACE TRACETORS

(NITRE) PRUIT CO.: For Bellie, Pto. Barrior and Pto. Cortex-Every Thursday, 11 a. m. For Livingston.—Fvery alternate Thursday.

Toro-Every Saturally, 11 con and Bocas det Cortex-Every Saturals, 11 con and Bocas det CNITED Fetter Co.; For Pto. Barrios, Port Limon and Folon.—Every Wednesday, 11 a. m. VITED Fluttr Co.; For Bluedelda and Ceiba-Witteld (Palett Co.; For Bluedelda and Ceiba-Wittel) ENITED FIGURE OC.: For Kingston, Sand-Weekly, Sand-Barashilo and Cleafuegos—A ago de Cuba, Manasalilo and Cleafuegos—A steamer 14th of each month. VOGEMANN LINE: Steamers ldg. for Antwerp. Rotterdam, Bordeanx, Cette, Oporto and Danish ports.

WOLVIN LINE: For Vera Cruz nd TampicoSteamer about every 15 days.

From Galveston Texas.

NOTICE—Owing to the British coal atrike in-terfering with the sailings of the iramp steamer-operating from Galveston to European ports, ad-vance sailings cannot be given this month. ATLANTIC AND MEXICAN GLEF 5. S. Co.: For Vera Crus, Puerto Mexico, Minntilian and Progreso-Sixth of each month from Gaiveston Progreso—Sixth of each month from Gaireston or Port Arthur. ATLANTIC FREIT AND S. S. CO.: For Pros-tera—Every Thursday. AUSTRO-AMERICANA LINE: For Barcelona Venice, Trieste and Flume—Steamers log. in *BOOTH LINE: For Liverpool-Steamers idg. is April.
CANTLE LINE: For Havre and Antwerp—
CRECLE LINE: For Barcelona. Genoa. Legbora
and Naples—Steamers landing in April.
GLANN LINE: For Liverpool—
GLANN LINE: For Liverpool and BremenHAMBURG-AMERICAN LINE: For HamburgLindenball, early April; Klinsea, about April HARRISON LINE: For Liverpool-Steamers ide. April. HOGAN LINE: For Havre-Steamers big. in April.

LARRINAGA LINE: For Manchester—Steamers landing in April.

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APRIL, 1912

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APRIL 15, 1912.

No. 6.



AN IMPORTANT LINK IN EXPORT TRADE



The "EXPORTERS' REVIEW" is furnished to all subscribers to the Exporters' Encyclopedia. It is a vital part of the Encyclopedia, as it contains the "correction notes" which keep that work up-to-date and abulately correct. The Encyclopedia is a complete export shipping guide.

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NEW YORK, APRIL 15, 1912.

THE CONSULAR SERVICE AND POLITICS

A bill now pending before the House of Foreign Affairs Committee, aiming to make the merit system in the Consular service more effective than at present, has obtained the support of many representative business organizations and prominent men. It is likely that the committee will report the bill favorably and it is to be hoped that it will then be acted upon by Congress, instead of being pigeonholed as several similar bills have been.

The ground that has been gained since President Roosevelt introduced the merit system into the Consular Service must not be lost, as there has been a vast improvement in the service since then, in spite of adverse conditions. Some of the old time spoilsmen do not hesitate to say that, as soon as they are in a position to do it, they will put the consular service back to the old basis of appointment for political reasons, and should there be a change of party control, by the election of a Democratic president, this is more likely to happen than at the present time. It therefore behooves business men with foreign interests to do all they can to have the bill acted upon without delay and thus take the consular service out of politics.

CONFERENCE BENEFITS SHIPPERS

T HE indictment of the so-called "conference" lines in the Far Eastern trade by the United States government, under the Sherman act, is not likely to meet with the approval of shippers who remember

the conditions that prevailed before these lines came to an agreement as to sailings, etc. At that time each of the four lines then in the trade, via Suez, had sailings about every six weeks for the principal ports and, owing to the competition, it would frequently happen that the steamers would all sail about the same date, thus causing a lapse of six weeks before the next sailing. Under the present agreement between the lines, fairly regular sailings of about every ten days are maintained, and occasional direct sailings are afforded to the minor ports, thus doing away with the expensive transshipments of former days.

We doubt that the court will be able to show that freight rates in this trade are unreasonable, or in restraint of trade, whereas the present stability of rates and regularity of sailings enable the export merchant to make future contracts abroad on a safer basis as to cost and time of delivery.

WILL HE PLEASE TELL US?

C HARLES NAGEL, Secretary of Commerce and Labor, is quoted as saying at a recent dinner of the Manufacturers' Association of New York (held in Brooklyn), that the future of America's trade with South America depends on an adequate American merchant marine. "I don't care how we get it, but we must have it," he said. "It is the only way to get any South American trade. The same thing applies to other countries. In order to get commerce we must be able to dock our ships along the water front of foreign countries as well as our own."

We tender Mr. Nagel our columns to explain to the practical exporters of this country how an American merchant marine would in any way help our foreign trade. Of course, though, as he says he "doesn't care" how it's done, it is hardly likely he knows much about the subject. The political game of "waiving the American flag," however, is popular, which explains such utterances.

IS WORTH THE MONEY

M ANUFACTURERS, who have found the Bureau of Manufactures of the Department of
Commerce and Labor of constantly increasing value
to them, are protesting vigorously against the proposed abolishment of the bureau and the merger of
its duties with those of the bureau of trade relations
of the State Department. They point out that the
government is pursuing a precisely opposite policy
with reference to the encouragement and development
of the agricultural industry, spending \$17,000,000 annually for the conservation of a product worth nine
billions of dollars. Instead of trying to economize by
saving the \$160,000 annually which the bureau costs,
Congress should increase liberally the appropriation
so that it can grow in effectiveness even more rapidly
than it has since its creation.



The following alphabetical list of goods manufactured by our advectivers will enable supera, both here and abroad, to make a quick selection of the best concerns in many lines. We will be pleased to furnish to buyers the names of manufacturers IN ANY LINE, from our subsciption lists, which include the BEST CLASS of manufacturers in the United States, and only those interested in export trade.

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American Banks in International Trade

In the following article, Mr. J. E. Gardin, vice-president of the National City Bank, one of the few American banking institutions that takes an active interest in foreign trade, explains that, when the development of our export trade demands it. American banks will see to it that our manufacturers are properly and economically cared for in foreign countries.



MERICAN banking institutions in foreign countries is a question which, I think, has only been regarded at the present time from the patriotic standpoint, without really considering the fundamental basis upon which such an institution should be organized.

A bank has not the same effect upon trade relations as, for instance, a railroad has

upon the development of the country.

A banking system is more an effect that a cause, and this, I think, is lost sight of in the universal clamor on the part of American merchants for banking facilities in foreign countries, particularly in South America.

Trade follows the flag, and, after the trade is established, then comes the necessity for a more intimate banking connection than can be found either through local institutions or through foreign institutions located in the country interested.

The American merchant need have no fear, if he entered into a vigorous campaign for the sale of his goods in South America, that his banking requirements would not be properly cared for and cared for economically as well as safely.

A great many considerations come into play, and one in particular is the general comprehension of the exchange values of the countries concerned.

The United States is a late comer, and the American dollar is little known in South America, whereas the English sovereign, the German mark and the French franç are the currencies that have an immediate convertible value into the local currency, owing to the fact that the banking systems of each one of these countries has been represented there for years; first, by means of private firms, which firms later on developed into joint stock companies, which still later on have undergone amalgamations and consolidations so that today England, France and Germany and even Italy are represented by banking institutions second to none, even to those in their own countries.

These institutions perform very actively their proper functions as intermediaries between the buyers and sellers, and it is unfortunate that the American merchant selling his goods in South America has to make use of a foreign banking institution in order to obtain the necessary facilities. However, in this respect the American manufacturer has himself to blame. At any rate, he has not been the loser in this connection in the past, as his home market was such that he did not require the world's market for the consumption of his output. This some day will be changed, and the American merchant will have to go out and fight for the world's markets against competitors whose strength he at the present moment underestimates, but there is no doubt that, with the inherent vigor of the American character, he will ultimtaely succeed.

As I have said before, banking facilities in a foreign country are an effect and not a cause. Just as soon as our merchants are ready to invade the South American market, transportation facilities will be created, and, after these are well established, then will come banking facilities, but both will have to be a matter of evolution, and in this respect we shall have to look for assistance to our Government in order to give the first impulse to such a development.

For the present our manufacturers and merchants will have to do some very vigorous campaigning, and just as soon as trade conditions warrant it and no sooner, investors will be willing to put capital both into transportation and into banking facilities, but they can hardly be expected to do that until the proper conditions exist. These facilities will go hand in hand with the trade, and they will grow together. When our manufacturers have goods to offer adapted to the needs of South America or any other country, which they can make and offer to the people of these countries to the mutual advantage of buyer and seller in competition with other nations, then only can they look for a development along the lines which they seem so strenuously to expect to help them in their work

What we must look for now is not the development of imports, but the development of the export of our manufactured articles. In this respect today Germany is the leader, and the result is that almost all the vessels trading with South America fly the German flag. Almost all the banking institutions have been organized by the great banks in Germany. England is also forward in this respect, but the palm must be given to Germany, and their methods of exploitation are so vigorous that they must command the respect of the world.

During my recent visit to Germany I accidentally picked up a newspaper and in reading an article on the Moroccan question I noticed that a certain tube concern was sending out ten enjeners, all men with academic training, to exploit the newly opened territory in Morocco. The thought that there was a new field for development would never have occurred to an American concern, and if their attention had been called to it, too many considerations would have been brought up—why the territory was not a good one, and even after deciding that possibly some business could be done there, they would have sent out one individual who would speak no language but his own and would measure everything according to American standards.

To trade with foreign countries the merchant or manufacturer must adapt himself not alone to the needs of the country, but to their methods, to their idiosyncrasies and to the personalities of the people constituting that country, and only through a careful study of these various features can success ever be expected.

In Germany everyone speaks one or two languages, in addition to his own. A clerk is not admitted into a banking institution, no matter how lowly the character of his work is to be, unless he can at least fluently speak and write one foreign languages.

Forty years ago Germany was a purely agricultural country. It today ranks second in industrial pursuits, and the population keeps pace with this development. Thirty years ago its population numbered forty-five millions; today it is seventy-two million, evidencing a virility that makes for continuous adware-ment.

As an instance, I may point out to you the industrial activities now prevailing in that country. Traveling from Flushing to Berlin the railroad passes through an avenue of factories over 300 miles long, and all of them working overtime. Farm lands have been converted into city lots and whole villages are being torn down to be replaced by five and six-story city dwellings—not an old house to be seen anywhere, and in passing by the sky line is red with the tile roofs of new dwellings. Individual wealth has grown enormously with it, but they are hard workers, the people of Germany, and the push and energy displayed on every side is most astounding. Krupp's factory in Essen now employs 45,000 skilled workmen, as against

as elsewhere. London is pre-eminently the place for borrowers, and no matter what the character of the security a taker will be found somewhere. Preference is given to the outside securities, as these afford a higher return, necessitated by the higher cost of living, which is much more of a burning question that we realize in America, and the result is that home, securities are neglected to such an extent that a crisis is threatened. Take the case of the Yorkshire Penny Bank, which failed not because of bad investments, but because the investments were too good, and as the interest return was naturally a small one they could not be marketed. Hence the institution had to be reorganized. A similar state of affairs existed in connection with the Birkbeck Bank. In the case of the Yorkshire Bank, there were over 200,000 depositors, and if the London banks had not come to the rescut the results would have been most disastrous

The curse of the English banks has been consols.



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12,000 thirty years ago. Is it a wonder that the legend "made in Germany" is found on almost every article in daily use and stands for excellence to such an extent that manufacturers of other countries are placing it upon their own wares? Today Germany stands as the only prosperous nation in the world.

Great Britain is also doing her share in exploiting foreign markets, but they have been at it so long that it excites no particular comment, and in regard to this country I have only a few words to say in connection with their banking system.

In England the much vaunted joint stock bank system is gradually developing into a brokerage system, due to competition that is as fierce as it can be. The comity that formerly existed between the bank of London has been thrown to the winds and they now solicit business from each other's customers, the same They cannot be sold, they never will be redeemed and cannot be used for any purpose whatsoever. They are an inert mass bearing heavily upon every interest. The Postal Savings Bank is practically bankrupt and for its £160,000,000 sterling in deposits has only about £10,000,000 sterling in detail value in evidence, and that could not be realized upon the extent of £1,000,000 sterling. Since 1903 nine of the leading joint stock banks have written off £6,235,000 of their consols a dead loss.

What would happen if England became involved in a European war and a sudden fright took hold of the people, such as recently occurred in France? English bankers say that there will never be a recovery in home securities until severe losses have been sustained in foreign securities, and in the meantime the country must continue to suffer.

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La Diplomacia del "Dollar"

(Continúa)

En núestra Revisia del mes pasado publicamos la primera parta de este articulo y por ficial de especio en nuestras columnas turimos que discipiro; abora conticuamos el discurso de Contro y Bud America do que esta segundo parte será de mas interés a nuestros lectores el Contro y Bud America.



JANDO ellos, (nuestros fabricantes) al fin despertaron y abrieron los ojos à la importancia de tan ricos Mercados, se encontraron que ya la Europa se les habia adelantado y realmente habia sentado muy sólidas bases para sus negociaciones alli, com sus facil-

idades de conducion y bancarias; ademas de lo cual grandes intereses Europeos poseian los ferro carriles, los bancos, y habian hasta establecido casas de comercio ahi, obteniendo asi immensas ventajas con relaciones y a establecidas en bases tau solidas. No de menos importancia y ayuda les era la prensa; periodicos de importancia en Inglaterra eran bien concidos y leidos ea Sud America, y hasta alguns periodicos de Europă emiten Ediciones especiales para Sud America. Por el otro lado, la prensa de Sud America, hacia especialidad de la publicación de noticias de Europa y excelentes Editoriales discutian la situación política de toda la Europa y nada mas natural que todo esto contribuyese á aumentar las corrientes de Comercio en una y otra dirección.

Pero ya hoy, cambian las cosas; los Estados Unidos empiezan á recobrar lo que por localidad Geografica y casi diriamos consanguinidad nos pertebece, y dia tras dia vamos ganando terreno y entendiendonos major. La Politica-comercial se ha co ordinado con la nacional y con la diplomacia para con las Americas latinas, teniendo por mira principal la ayuda, la simpatia y el progreso, basado en la paz por medio del estimulo del comercio y de la industria.

Nuestras operaciones comerciales con la America del Sud, fueron en el año de 1911, valor de \$291,519,644; suma que cubre las importaciones e importaciones, mientars que diez años antes solo habian sido de \$154,767,537. La exportacion fué por valor de \$108,894,894, ó sea un aumento de \$64,494,699, en la decada. Esto es un aumento de consideracion y continuaremos en la misma forma, aumentado el comercio con las Republicas del lado del Atlantico y con las de las costas del Pacífico con el gran empuge que les ha de dar la abertura del Canal de Panama.

Vamos á ver con algunas pocas palabras que hemos conseguido en las Americas latinas, con la "Diplomacia del Dollar."

A consecuencias de los esfuerzos del Depatamento de Estado, Brazil, en sus reglamentos aduaneros, hizo extensivas para el año de 1912, las preferencias que nos habia concedido en el de 1911. Nuestras Harinas obtuvieron concecciones de 30% y ahora muchos otros

artículos Americanos tienen rebajas en los derechos, de un 20%.

Cuba, mediante los arreglos especiales que se han hecho entre los dos gobiernos nos ha comprado grandes cantidades de armas y pertrechos militaces.

Argentina, bien sabidos son los contratos que ha hecho en este pais para la construccion de dos Battleships, à un costo de mas de \$20,000,000 v estos han sido seguidos de otros, mediante los cuales ese Gobierno llevarà de aqui casi exclusivamente cuanto pueda necesitar en polvora, explosivos y pertrecchos. Ya han comprado aqui en ordenanzas de artilleria para otros buques de su marina por valor de mas de \$1,000,-000. Por medio de la Legacion en Buenos Aires. Fabricas Americanas han hecho contratas con el principal periodico de aquella republica para suplirle \$200,-000 en papel de imprenta; mientras que el Gobierno Argentino ha hecho imprimir en Washington, en las imprentas del gobierno, sellos de correo en cantidad de 120,000,000. Y por último, los ferro-carriles de Argentina han comprado aqui material para sus vias. tor valor de \$1,600,000.

Salvador; ha decretado una reduccion de 25% en los derechos sobre las Harinas Americanas y 50% sobre los del cemento de esta procedencia.

Estos no son mas que unos cuantos egemplos que citamos, otras ventajas obtenidas cubren infinidad de temas.

Vamos ahora a considerar la Diplomacia del Dollar, en lo que concierne a nuestras relaciones con las Republicas Latinas. La expresion "Diplomacia del Dollar" se ha descrito admirablemente diciendo que significa el uso de nuestro capital en el extrangero del modo mas propio para engrandecer nuestra política nacional y comercial. Quiere decir la sustitucion de dollars en vez de balas, Quiere decir la prosperidad en contraposicion con la anarquia y continua lucha. Quiere decir aprovechar los phenéticos del capital para justificar inversion de capitales en beneficio mutuo y acaba por sentar el principio de que la solidez financiera es el mas importante factor para la manutencion de la paz y que en la prosperidad está la satisfaccion popular y tal satisfaccion significa reposo.

La mejor ilustracion que se puede hacer en prueba de que el dollar bien usado acaba con la revolucion y sus consecuencias, la tenemos a nuestras puertas, en Santo Domingo. En el año de 1904 se encontraba esa republica completamente desorganizada con revolucion, la prosperidad desconocida y las entradas de todas sus aduanas hipoteçadas en su totalidad para el pago de deudas contradas mayormente en Europa. No habian fondos con que mantener (Contidos a la pagías 39)

To Users of the "Exporters' Encyclopaedia"

Unless the Encyclopædia is kept up to date and is accurate it is of little value; in fact, incorrect information is worse than none at all. These pages (22 and 23) are so arranged that they may be withdrawn from the Review without injury to the rest of its contents, and handed to the actual users of the Encyclopaedia.

The "correction notes" herewith apply only to the eighth (1912) edition.

EXPORTERS' ENCYCLOPAEDIA CO., ** BROAD STREET.

CORRECTION NOTES FOR APRIL, 1912.

PARCELS POST (page 113).

Haiti.—The reference to Note 6 (shown on page

120) should read Note 5.

France.-The limit of weight is now 11 pounds.

Correction No. 1. April, 1912. ARGENTINA (page 230). Route 8

Minimum bill of lading is now \$5.60.

Correction No. 1, April, 1912. ARGENTINA (page 230).

Route 8.

Minimum bill of lading is now \$5.60.

Correction No. 1, April, 1912.

BOLIVIA (page 289). Through bills of lading are no longer issued to La Paz by Routes 3 and 5 for "Argentina."

> Correction No. 1, April, 1912. BRAZIL (page 308).

Route 4 Sailings for the various ports are now at irregular intervals; about twice a month for Rio de Janerio and Santos; for other ports about once a month. Sailings for Para and Ceara have been temporarily discontinued.

> Correction No. 1, April, 1912. CHILE (page 345).

Route 5. Bills of lading for Punta Arenas should be distinctly marked "Punta Arenas, Chile," to avoid con-fusion with Punta Arenos, Costa Rica, for which port Company also issues through bills of lading.

> Correction No. 1, April, 1912. COLOMBIA (page 379).

Route 3. On and after May 1 the minimum bill of lading for Savanilla (Puerto Colombia), Cartagena and Santa Marta will be \$5.00, plus the various government charges, which remain unchanged.

> Correction No. 1, April, 1912. CUBA (page 404).

The office of the Cuban Consulate has been re-

moved to 82 Beaver Street.

BRITISH HONDURAS.

Route 2 (page 317). United Fruit Co.,

W. A. Schumacher, Gen. Traffic Mgr., 17 Battery Place, New York.

British Steamers:

Piers 15 and 16 E. R., Burling Slip, New York. Sailings (commencing May 10):

Every third Friday, for Belize,

Freight only.

REGULATIONS.

Same as Route 1, except that:

A shipping permit is required:

Ordinary form of receipt is accepted; must be in iuplicate: Steamship company does not attend to the Custom

House clearance: Minimum bill of lading, \$3.00;

Parcel receipt (for packages not exceeding \$5.00 in value or two cubic feet in size) \$1.00.

Note.-Route 2 should be marked in at Belize on page 316.

> Correction No. 1, April, 1912. COLOMBIA (page 378).

Route 1. On and after May 1 the minimum bill of lading for Savanilla (Puerto Colombia), Cartagena and Santa Marta will be \$5.00, plus the various government charges, which remain unchanged,

> Correction No. 1, April, 1912. COSTA RICA (page 388).

Route 3. Bills of lading for Punta Arenas should be distinctly marked "Punta Arenas, Costa Rica," to avoid confusion with Punta Arenas, Chile, for which port Company also issues through bills of lading.

> Correction No. 1. April, 1912. ITALY (page 598).

Route 14. Steamers now load at Pier 22, Brooklyn, near Atlantic Ave, Ferry.

Correction Notes for the "Exporters' Encyclopaedia."

April, 1912

Correction No. 2, April, 1912. GUATEMALA (page 534). Route

A new direct service for Puerto Barrios will be established by the United Fruit Co. commencing May 10. Sailings from New York will be every third Friday.

Company keeps three copies of the bills of lading on shipments to Puerto Barrios.

Minimum bill of lading for Puerto Barrios, \$3.00. Parcel receipts (for packages not exceeding \$5.00 in value, or two cubic feet in size) \$1.00.

HONDURAS (page 565). Route 2.

A new direct service for Puerto Cortez will be established by the United Fruit Co., commencing May to. Sailings from New York will be every third Fri-

Company keeps three copies of the bills of lading on shipment to Puerto Cortez, five copies for Ama-

Minimum bill of lading for Puerto Cortez, \$3,00. Parcel receipts (for Packages not exceeding \$5.00 in value, or two cubic feet in size) \$1.00.

Note.-Route 2 should be marked in, on page 562, at Puerto Cortez.

> Correction No. 1, April, 1912. JAMAICA (page 601).

The regulation against the shipment of flour in bags has been abolished.

Correction No. 1, April, 1912. JAMAICA (page 602).

Route 1. Minimum bill of lading for Kingston is now \$5.00; for other ports, \$7.00.

> Correction No. 1. April, 1912. JAMAICA (page 602). Route 2.

Minimum bill of lading for Kingston is now \$5.00; for other ports, \$7.00.

Correction No. 2, April, 1912. JAMAICA (page 603). Route 3.

for other ports, \$7.00. Correction No. 1, April, 1912.

Minimum bill of lading for Kingston is now \$5.00; JAPAN (page 608).
The Consul General of Japan is now Mr. Yasu-

taro Numano; the Vice-Consul is Mr. Yoshiatsu Hori.

MEXICO (page 643).
CONSULAR REGULATIONS.

The Consul may require to see the commercial invoices, for comparison with the Consular invoices, but as a rule, does not demand this.

NICARAGUA (page 667).
CONSULAR REGULATIONS.

Bills of lading must be arranged in Spanish.

Correction No. 1, April, 1912.

PORTO RICO (page 743). It is no longer necessary to print the words "by volume" on medicinal articles or preparations containing alcohol, imported into Porto Rico.

> Correction No. 1, April, 1912. RUSSIA (page 790). Route 7.

This line no longer issues through bills of lading to Russian ports.

> Correction No. 1, April, 1912. RUSSIA (page 790).

Route 8. This line no longer issues through bills of lading

to Russian ports. Correction No. 1, April, 1912.

RUSSIA (page 794). Route 15.

This line no longer issues through bills of lading to Russian ports.

> SPAIN (page 817). Route 6.

This line has also occasional direct sailings for Barcelona.

Correction No. 1, April. 1912.

SWEDEN (page 825). CONSULAR REGULATIONS.

All invoices for goods shipped to Sweden must now be duly signed by the dispatching firm (manufacturer or seller) and sworn to before a notary. Invoices must also give the name of the article invoiced, number of parcels, etc., and the marks for each separate parcel, etc. In regard to machinery the gross and net weight must be given, and if a machine is packed in several parcels of various weights a specified list of the parcels must be furnished. These regulations should be especially observed in regard to machinery invoices; otherwise the goods may be subject to fresh valuation at the Swedish ports, which will incur considerable expense and inconvenience to the consignee.

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(Continua de la pagina 21)

el gobierno ni atender a las necesidades publicas. Los derechos que se percibian por importacion y exportacion que ya hacia años, venian siendo insuficientes, hasta para pagar el interes de la deuda estrangera, estaban por desaparecer y el pueblo no veia mas prospecto que una desastroza bancarota. Además estaban amenazados con la confiscación de sus aduanas por las potencias europeas.

En estas condiciones, los Estados Unidos, con la "diplomacia del dollar," vino en ausilio de la Republica, y en 1907 se firmó un tratado mediante el cual los Estados Unidos se convirtieron en recibidorés en general, garantizando a las naciones de Europa el pago de las deudas, lo que fué aceptado ávidamente. Desde entonces hasta la fecha, paz ha reinado, lo que ha entrado en las aduanas ha sido suficiente para todo, ha desaparecido el riesgo de invasion y embargo de las aduanas y naturalmente ha reinado la paz. En el año que acaba de pasar el ingreso de las aduanas alcanzó la nunca concebida cantidad de \$3.485,000, de cuvo suma, segun el convenio, se aplicó \$1,442,500 al pago de intereses y fondo de reserva para ir liquidando las deudas. Con esto se ha conseguido no tan solo pagar á los acreedores los intercses de sus inversiones, sino que se les vá asegurando el pago del principal, quedando además nada menos que \$2,000,000 para todos los gastos de administracion del Gobierno.

Podemos muy bien comparar este resultado con la situación antes de la intervención, el gobierno en bancarota, el pais destrozado por revolucionarios y hasta un buque de guerra Italiano actualmente en camino para obligar el cumplimiento de pactos con su gobierno.

Altora el Senado de los Estados Unidos estudia la conveniencia de hacer iguales arreglos con algunas de las Republicas Centro Americanas, principalmente las de Nicaragua y Honduras, ambas destroxadas año tras año con revoluciones que retardan el progreso y amenazan sus gobiernos con completa bancarota y confiscacion de sus aduanas como ya se ha visto en el pasado. La condicion actual de ambas republicas es análoga a lo que erau en Santo Domingo en 1004 y se espera que se podrá llevar á cabo el propuesto plan, que ya Nicaragua la ratificado y solo espera la sancion del Senado y la finalización de los detalles. Realizado esto, se verá en Nicaragua, el mismo resultado que se ha obtenido en Santo Domingo.

Esto prueba lo que es esta faz de la "Diplomacia del Dollar," y léjos de ser un experimento es un principio plenamente demostrado. En la apelación de "Dollar Diplomacia" podremos tambien llamarla la diplomacia del Presidente Taft y apesar de que el nombre suene materialista y interesado vamos á demostrar que ha impedido y acabado con guerras entre Ecuador y Perú, entre Santo Domingo y Haiti, Revoluciones en Honduras, posibles dificultades entre Panama y Costa Rica y completa ruina con nuevos disturbios en Nicaragua.

Los árduos trabajos hechos por el servicio consular se empiezan á reconocer ahora y durante los dos ultimos años, el servicio diplomatico ha despertado y realizado la verdad antes establecido por otras naciones de que en ellos está la posibilidad de fomentar ó desviar las operaciones del comercio. Ellos abren nuevas avenidas y aumentan las exportaciones con los datos que constantemente vienen divulgando y que tanto interesan á importadores y exportadores, al extremo que la oficina de relaciones comerciales se ha convertido en un centro de informacion y ayuda en general en todos sentidos.

Toda esta actividad y la importancia del servicio exterior viene fomentada por los modernos metodos adoptados por la administracion del Presidente Taft y bajo tal régimen ganamos terreno dia tras dia y los beneficios que se derivan, no tan solo realzan el comercio de los Estados con costas en los dos oceanos sios igualmente a los del interior y los nuevos territorios.

Otra cosa y la que en verdad no se empieza aun a realizar, es que con un comercio de exportacion que ya alcanza y pasa de \$2,000,000,000, el costo total para el paiz por la manutencion de su Departamento de Estado, Servicio diplomatico y Consular, no fué mas que \$1,760,000 en 1911; asi pues se vé que en el año de 1911, el año en que nuestras exportaciones alcanzaron la enorme suma de \$2,000,000,000, el Departamento de Estado, cuyas funciones han sido preservar y aumentar el comercio exterior, mantener diplomacia conciliatoria y pacifica y muestra posicion entre las naciones de primera clase, solo ha costado al público, la ridicula suma de \$2,000,000, lo que muy bien puede compararse con el costo del mantenimiento de Egercito y de la Marina, que llegas \$2,500,0000!

Desde luego que hay que considerar que nuestral estensas costas, nuestras poseciones en otras partes del mundo, nuestra posicion diplomatica y la protección del mismo comercio que tanto nos venimos esmerando en desarroyar, requiere el mantenimiento de marina y espercito, pero seguramente, cuando gastamos cien dollars en mantener esas dos fuerzas, podemos gastar un triste dollar para fomentar el comercio, y mantener la paz entre nuestras hermanas republicas.

A Neustros Lectores Sud-Americanos

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United States as a Commercial Nation

In a report of the Department of Commerce and Labor it is predicted that the United States is destined to be the greatest nation in the world. During the last two decades the growth of its commercial and industrial activities has been unequaled, the annual value of the products of its mills being over twenty billions of dollars, as compared with less than ten billions twenty vers ago.

In the twelve months ending June 30, 1911, the total value of its exports was \$201,350,000, of which amount only a little over six hundred millions was credited to manufactures ready for consumption and three hundred millions to manufactures for further use in manufacturing, the remainder being for food-stuffs and crude materials. From this is will be seen that the bulk of the export trade is not acquired on account of any extensive selling effort on the part of the United States, but is due to the fact that foreign buyers purchase those things which they must have and cannot buy elsewhere, such as cotton, corn, wheat we have a such a such as the such as the

Manufactured Exports May Exceed \$1,000,000,000

Manufactures exported in February, 1012 (\$82,500,000), exceeded in value those of any earlier February, and the total for the eight months ending with February was also greater than in any corresponding eight months of preceding years. For the eight months ending with February the total was 630 million. against 571 million for the corresponding months of 1911, 491 1-2 million for the same months of 1910, and 420 million in the corresponding months of 1909. Should the rate of increase over last year's figures reached by the eight months ending with February continue during the remaining four months of the fiscal year, the total value of manufactures exported in the year ending June 30, 1012, would exceed \$1,000,000,000. The total value of manufactures exported for the year ending June 30, 1911, was 907 million dollars, and as the gain in the eight months thus far recorded amounts to 68 million dollars, it seems probable that the gain for the complete fiscal year will be fully 100 million dollars, bringing the total value of manufactures exported to foreign countries for the first time above the billion dollar line.

Marconi Company to Expand System Here

The Marconi Wireless Telegraph Company of America will have a special stockholder's meeting on April 18 for the purpose of increasing the authorized capital stock from \$1,656,250 to \$81,600,000. Of this capital some \$57,000,000 the beissued in the near future to provide funds for the expansion of the system in this country. The extension programme embraces the erection of one powerful station near New York city, which will communicate directly with another station to be erected near Louidon. The program further provides for the erection of another high power station near New York (typ for communication south, probably through Cuba to Panama, thence to South American points).

To Form Organization for Export Trade

Among the representative organizations that have selected delegates to attend the conference in Washington this month for the formation of a National Board of Tratle are the San Francisco Chamber of Commerce, New Haven Chamber of Commerce, Southern Commercial Congress, of Washington, D. C.; Chicago Association of Commerce, Baltimore Chamber of Commerce, National Association of Cotton Manufacturers, (Boston); Boston Chamber of Commerce, Worcester Board of Trade, Michigan Manufacturers' Association, (Detroit); Detroit Board of Commerce, St. Louis Business Men's League, Newark Board of Trade, American Manufacturers' Export Association, (New York); National Association of Manufacturers, (New York); National Paint, Oil & Varnish Association, (New York); American Paper & Pulp Association, (New York); American Association of Woolen & Worsted Manufacturers, (New York); New York Merchants' Association, New York Produce Exchange, Cincinnati Chamber of Commerce, Cleveland Chamber of Commerce, Oklahoma City Chamber of Commerce, Philadelphia Chamber of Commerce, Charlestown Chamber of Commerce, Nashville Board of Trade, Newport News Chamber of Commerce, Richmond Business Men's Club, Wheeling Board of Trade, Austin, Tex., Business League. The organization is to be formed chiefly for the purpose of expanding the export trade in American manufactures.

Interesting Features of our Foreign Trade

Scores of areojalnes, thousands of automobiles and millions of feet of motion picture film appear among the article forming the foreign trade of the United States for the current fiscal year. The aeroplanes imported and exported during the fiscal year which ends June 30 hence will aggregate in value approximately a quarter of a million dollars. The number of automobiles imported and exported will aggregate approximately twenty thousand, valued at about 25 million dollars while the motion picture film imported and exported will amount to 75 million feet in length.

Have Reorganized Their Export Department

F. B. Vandegrift & Co., 15 Whitehall Street, New York, import and export forwarders, anomone that they have reorganised their export department and have appointed H. E. Moody, who has been connected with the firm for many years, traffic manager, It is intended to devote more attention hereafter to export business, including a department for purchasing goods for export on commission. Owing to increased business the firm has recently enlarged their offices and added to the office staff.

Canadian Observation Cars for Europe

The Canadian Pacific Railway Company has made a contrat with the Austrian Government to supply and operace a system of observation cars on the most picturesque sections of the Austrian State Railways, including the main route to Vienna via Zurich. The Swiss Government is also interested in the project Concession has been obtained from Austria hatz Zurich shall be the eastern terminus. The cars are already under construction and will be secentially adapted to meet local conditions.



West Coast of South America



HE export commission house of Wessel, Duval & Co. is the oldest American house trading with the West Coast of South America, having been in continuous existence for eighty-four years, be-

ing founded in 1828 by Augustus Hemenway, of Boston, under the title of Bangs & Hemenway. The firm name was changed in 1871 to Hemenway & Biowne, the offices still being located in Boston, which was then more of an export center than now, and it was not until 1891 that a branch office was established in New York. Later on the entire business was transferred to New York, as it was found that more and more of the buying could be done there to advantage.

The firm name of Wessel, Duval & Co. dates from December 1905, and the New York officies are located at 25. Broad Street, in the steamship, export and banking district, occupying a large suite on the tenth floor. The house has its own establishments in Valparaiso, Santiago and Concepcion, Chile, and agents in all ports in both Chile and Peru.

The firm of Wessel, Duval & Co. is prominently identified with the nitrate of soda industry of Chile, being among the largest importers of that substance, which is valuable as a fertilizer, as an ingredient of gunpowder and for chemical purposes. The imports of nitrate into the United States are increasing annually, amounting to about 500,000 tons per annum.

The purchases of American goods by this house for the markets of Chile and Peru amount to millions of dollars annually and include all kinds of manufactured goods, railway material and supplies. lumber, oils, etc. A fair idea of the kinds of goods exported to Chile and Peru on the steamers operated by Wessel, Duval and Co. can be had from the following condensed summary of a recent cargo: electrical machinery and material, typewriters, structural material, agricultural implements and machinery, automobiles, railway cars, locomotives, steel rails, motors, carriage material, phonographs, plumbing supplies, pumps, manufactures of iron, steel, brass, wood, paper, celluloid, etc.; hardware, glassware, lamps, cutlery, firearms, furniture, shoe machinery, ice machinery, hoisting machinery, nails, chucks, emery paper, domestics, dry goods, rope, twine, belting, india rubber goods,

saddlery goods, stationery, desks, cabinets, sandpaper, blacking, paint, rosin, tar, pitch, petroleum, turpentine, naphtha, gasoline, varnish, lubricating oil, cotton seed oil, glucose, soap, grease, lard, whiskey, drugs and druggists sundries, cement, ecreals, notions, staves, lumber, oars, wheelbarrows, pulleys, shade rollers, beds, manufactured tobacco.

The extensive railway developments, harbor improvements, and other public works now in hand and projected in Chile and Peru assure a steady and large demand for supplies of all kinds for years to come, and the government welcomes bids for these supplies from American manufacturers, either direct or through the export houses with connections there.

In addition to being export and import merchants, Wessel, Duval and Co. operate a steamship service to a all the principal ports in Chile and Peru, under the title of the "West Coast Line." This service has developed from the occasional despatch of sailing vessels from Boston in the early years of the last century to frequent sailings of full-powered steamers capable of carrying 8,000 tons of cargo. The house of Wessel, Duval & Co. can claim the distinction of having first put steamers into the South American trade, having as early as 1870 placed two British vessels, with auxiliary steam power, in the trade. It was not until 1892, however, that sailing vessels were entirely superseded by steamers in the West Coast trade, since when the development of American trade there has been very rapid.

Wessel, Duval & Co. look forward to the opening of the Panama Canal next year with great hopes of big developments on the West Coast of South America and they assure American manufacturers that right prices and right terms, careful packing for export, and attention to the many details required to be observed in shipping to those countries is all that is necessary to secure these desirable markets. American manufacturers, a member of the firm adds, should study the needs of our Latin-American neighbors more than they do, and should aim to give them the goods they want, instead of trying to sell them whatever they have in stock regardless of its suitability for the South American taste. The success of England and Germany in these markets is due very largely to their careful study of conditions there.

SOUTH AND CENTRAL AMERICA. ETC.

National Ry. of Mexico to Extend System

The National Railways of Mexico have been awarded a contract for the construction of a new line between Vera Crua and Matamoros via the port of Tampico, a distance of about 550 miles. The consession ealis for two separate lines. The first to run from a point on the linterceanic road about twenty-five miles from Vera Cruz to the station of Tamos on the Tampico-San Luis Potosi division of the National Railways of Mexico, ten miles from Tampico, and the second from a point on the Tampico-Montercy division, thirty-two miles from Tampico, to the station of Rosita on the Matamoros-Montercy division, six miles from Matamoros.

New Service to Honduras and Guatemala

Commencing May 21, the United Fruit Company will inaugurate a fast freight service between New York and Belize (British Honduras), Puerto Cortez (Republic of Honduras) and Puerto Barrios (Guatemala), asiling every three weeks. Seamers will sail from Pier 16, East River, Fulton Street, on Friday, arriving at Belize the following Thursday; Puerto Cortes to the anext day and Puerto Barrios on Saturday, leaving Puerto Barrios on the return trip Tuesday and arriving at New York the following Tuesday. There is at present no direct service from New York to ports on the East coasts of the Countries named, shipments to the ports mentioned being made via New Orleans.

Large Shipments of Cement to Porto Rico

Large shipments of cement are now being made to Potto Rico by every sailing of the Insular Line, by the Atlas Portland Cement Company, on the government contract for popon barrels for public works at Ponce, recently obtained by the company. It is stated that the non-statining "Atlas-White" portland cement, recently put on the market by the Atlas people, is having a large and steedy sale in foreign countries. It is an absolutely white cement with all the physical characteristics of portland cement, and is used for interior and exterior decorative work; in setting marble, tile, etc.; for wainstoing for bathrooms, etc.; and in fact for any work requiring the use of cement where a white color is desired. Atlas-White cement has been used in several of the new downtown New York skyacrapers, including the Municipal Office Building, which is now nearing completion.

No New Competition in River Plate Trade

A persistent rumor that a well known firm of steamshipagents, at present engaged in the Far Eastern, European and Australian trades, would shortly start a new line for the River Plate, is officially denied. It is the general opinion among shippers that another service is hardly required in this field, as sailings by the several lines in the trade average three sailings are a week, each steamer carrying about 8,000 tons of cargo. Freight rates to Buenos Aires and Roario have been advanced recently, chiefly owing to delays in discharging cargo, owing to the lack of docking and other terminal facility terminal significant.

Canadian and American Trade with West Indies

The following figures, showing our present trade with the British West Indies, are of interest owing to the proposed reciprocity agreement between Canada and the British Islands in the West Indian group. In the calender year 1911 we bought \$13,03,24,31 worth of goods from the British West Indies and sold them \$13,23,96 worth. Our purchases had increased \$1,81,34,16 and our sales \$1,03,1,05 over the year 1910. The trade between Canada and the West Indies for the year ended March 31, 1911, was as follows: imports from the West Indies, \$6,65,.852; exports to the West Indies, \$4,813,270.

In the same period we bought \$11,441,478 from the British

West Indies and sold them \$11,439,314 worth.

For years quite an export business has been done in American flour with the West Indies, trade being mostly in the winter wheat grades, and totalling about \$2,000,000 a year. This naturally will prove a total loss should the Canadian reciprocity agreement go through, for the duty on American flour amounts to about 15 cents a barrel.

Brazilian Drainage Contract Awarded

A contract has been secured by a London firm for materials in connection with a new drainage seheme for the City of Fortaleza, Ceara, Brazil. The order includes some 16,000 tone of east iron pipes, and about 4,000 tons of stoneware pipes, together with all the requisite valves, sluice gates, and accessories. The value of the contract is, approximately, \$800,000.

Havana now has Modern Coaling Plant

The Regia Coal Company, organized under the laws of the State of New York, have completed at Regia, near Havana, a modern \$500 cool coaling plant, with a storage capacity of 60,000 tons. The plant is connected with the lines of the United Railways, and steamers drawing 25 feet of water will be able to berth alongside of the coaling bridge, which has a discharging capacity of 1,000 tons a day.

New Freight Tariff for Brazilian Ports

The Booth Steamship Company, Ltd., have notified hippers that a revised freight tariff on all shipments for North Brazil ports will go into effect by steamers sailing from New York after April 30. The revised tariff will be sent to those interested, on application. Mr. Lawson Sandford, formerly with the Cunard Line, has been appointed manager of the Steamship Department of Booth & Co., vice Mr. Thos. Dinamore, resigned, while Mr. Wolf will continue to act as assistant manager.

Steamship Concern to Have Own Building

Messrs. W. R. Grace & Co., the well known export house and steamship agents, have purchased a plot at 102 to 105 Pearl street, corner of Old Slip and extending through to 68 Water street, New York, upon which they will erect a new structure to cost \$250,000 for their own use. The present location of W. R. Grace & Co., is diagonally opposite the site of the new building.

EUROPE-GREAT BRITAIN AND THE CONTINENT

Change in French Tariff on Ash Handles

A bill has been passed by the French Chamber of Deputies exempting from duty handles made of ash for agricultural implements, provided they are unpolished and the Senate Tariff Committee has also reported favorably on the bill, which will shortly become effective.

By the new tariff of 1910 handles of ash, most of which come from the United States, were subjected to a tariff of 12 france, 50 centimes general and 7 france 50 centimes minimum. The former rate applying to handler from the United States. Ash handles made in France, and the new duty are not enabling German and American exporters of implements with ready fixed handles to understell the French implement makers in their own markets. The bill is intended to remedy this.

American Bank to Finance Railroad Construction

It is reported that the recent departure of Samuel McRoberts, vice-president of the National City Bank, for Europe, is in connection with plans for financing of the proposed new railway construction in Spain, mentioned in our March issee. Unofficial estimates have placed the cost of the proposed work at about \$6000000. The railroad, it is said, will be built by a private corporation under the direction of John F. Stevens, at one time chief engineer of the Panama Canal, but the Spanish government will grant a large subsidy to the corporation which will undertake the construction.

May Impose Duty on Packing Cases

The packing case manufacturers of Paris have positioned the government to take some step to stop the growing practice by French exporters of importing packing cases from the United States. The American customs not only imposes a duty on goods, but also on the crates in which they are packed. It was to avoid paying this that French exporters conceived the idea of ordering cases from America, which on return to the United States were admitted free as reimported matter. This policy has assumed such proportions that it now causes a loss of something like American the Paris of the Paris Control of the Paris of the Paris Control of the Paris Control of the Paris Control of the Paris Control of Paris

Change in Russian Tariff on Agriculturals

E. Wedermann, New York manager of the export and import forwarding house of Dietrich Heydenann, has received cable instructions from the home office in Riga, Russia, to stop on all alignments of agricultural implements and machinery, binder twine, etc., to Russia until the new law relating to import duties goes into effect. The change, it is said, also affects similar products from Canada. Dietrich Heydemann, who is the Belgian consul at Riga, has been advised by the authorities that the law relating to the importation of agricultural implements and machinery into Russia, which expired on April 13, had been extended until the new law is issued, and that the duty on machinery other than agricultural would remain unchanged. The house of Dietrich Heydemann handles a large percentage of the American exports of agricultural amendancy to Russia.

German Law Against Fraudulent Advertising

The laws of Germany are very strict regarding false representation in advertising, such as putting extravagant values on goods that are undoubtedly misrepresented. Article 4 of the law which applies to such cases is as follows: Whoever, with intent to call forth the appearance of an especially advantageous offer, shall in public announcements or communications intended for a larger circle of persons, as touching besiness relations, especially as touching the character, origin, manner of production, or the fixing of the price of goods or industrial products, the manner of acquisition or the sources of supply of goods, the possession of marks of distinction, the motive or purposes of sale, or the abundance of supplies, shall knowingly make false representations tending to mislead, is liable to imprisonment up to one year and to money penalty up to free thousand marks.

To Develop Roumanian Oil Fields

For the purpose of raising capital to develop their oil properties, the Roumanian Oilfields, Limited; the Britis Roumanian Oil Company, Limited; the Roumanian Consoldated Oilfields, Limited; the Bana Moreni Petroleum Company and the Central Roumanian Petroleum Company, which between them possess an area of between seven and eight thousand acres, have decided to consolidate, with an authorized capital of 4,15,00,000. The combination will probably be called the Roumanian Consolidated Oil Co. American machinery is extensively used in the Roumanian oil felds and it is thought that this consolidaton will cause a better demand for same.

Port Improvements Under Way at Barcelona

Port works on a very extensive scale have for some time past been in progress at Barcelona. When these are completed the port will be, as regards water space, quay space, and appliances for loading and district is the Manchester of Spain, for it is here where the bulk of the cotton industries of the country are centered. There are also large iron and steel works, and, in consequence, the import and export trade of the port is very considerable, requiring a large amount of accommodation and facilities for shipping.

Proposed New Line Between New York and Germany

A recently organized German shipping company, it is stated, has acquired a large tract of land at Enden on the north coast of Germany with the object, it is currently reported, of starting an emigrant line from Enden to New York. The Prussian Government some time ago when asked for a concession for such a line declined to grant it.

New French Steamship Line for South America

The Compagnie Generale Transatlantique (French Line), has sold to the new Campagnie de Navigation Sud-Athation. Paris, the two liners "La Bretagne," and "La Gascogne," which have been operating in the New York-Haves service since 1896. They will be remodelled for the new mail service between Bordeaux, Brazil and River Plate, which begins next fall.

A S I A INCLUDING EAST INDIES. ETC

Government Harasses Lines to the Far East

The Department of Justice has filed in the United States District Court a civil bill against the following steamship lines carrying freight between the United States and the Far East value, accusing them of violating the Sherman anti-trust law; U. S. & China-Japan S. S. Co., American-Asairic S. Co., American & Manchurian Line, American & Oriental Line and Barber & Co., Inc.

It is allaged that by agreements, pools, periodical conferences and rebates, the defendant stemathic companies have acquired a complete monopoly of the trade between the United States and the Philippines, Japan, China and other Assistic countries, discouraged and prevented the establishment of other regular lines. The Government seeks a series of injunctions forbidding this alleged conspiracy and combination and compelling a restoration of competition among all the companies.

While it is well known among export shippers that the above lines have agreed upon a policy for several years, whereby frequency and regularity of sailings have been maintained, there has been no complaint in regard to freight rates; in fact, shippers are a until in declaring that conditions are much better now that when the lines were not in agreement as to sailing dates, at which time the various lines would frequently have steamers sailing all about the same date, with a consequent gap between sailings of several weeks. Under the present arrangement sailings are about every ten days for the principal ports, with less frequent sailings for the minor ports.

Japanese Acquiring Chinese Cotton Mills

The following Chinese mills have been acquired by Japanese interests, either completely or as managers: The Shanghai spinning mill (Mitsui Bussan Co.), the Santai spinning mill (Mitsui Bussan Co.), proposed the spinning mill (Japan Cotton Spinning Mill Co.), Nai Wai spinning mill (Mai Gai Cotton Spinning Mill Co.), Wuchang rpinning and weaving mills (Mitsui Bussan Co.), Chenthua spinning mills (Mitsui Bussan Co.), Catalkay 19,0000 spindles. The acquisition of these mills by the Japanese means their further enlargement and improvement.

Many Municipal Improvements in Jerusalem

Jerusalem will soon have its own tramway service, a concession having been granted to a French firm, which will begin haying the lines during the coming summer. An English firm has been asked to submit tenders for lighting the city with electric light and a German syndicate is to improve the water supply by the erection of large reservoirs at springs located about twelve an eightleen miles north of the city respectively. The pavements and sewerage system have received attention from the Government. A few months ago a water cart was brought from England to supersede the men who sprinkled the streets with water from skins. The muneripality has also provided itself with modern fire fighting appliances. A telephone service has been established and the police are shortly to be equipped with bicycles. The latest sign of this work of modernization is the arrival of a large American motor road-rolling.

Increased Trade with the Philippines

Trade of the United States with the Philippine Islands has more than doubled since the enactment in 1909 of the law providing for the free interchange of merchandlies between those islands and the United States. The total trade with the Philippine Islands for the eight months ending with February, 1912, amounted to over 30 million dollars, against less than 14 million in the corresponding months of 1900, and it is thought that the total trade during the fiscal year which ends with the month of June will exceed a million dollars, against 20 1-2 million in the year ending June 30, 1909. The increase in exports from the United States to the Philippines since the enactment of the law above mentioned occurs in nearly all of the important articles forming that trade, but is especially marked in cotton goods, manufactures of iron and steel and a large variety of manufactured articles.

Railway Development in Federated Malay States

With a view to the further development and opening of the country, the Government of the Federated Malay States is pashing forward the extension of their railway system, and the individual particular to expend nearly. £600,000 in new construction work this year. The biggest piece of work will be the Pahang-Kelantan line, which will eventually join the Siamees system, while a unn of nearly. £6000 will be spent on a branch line opening up the Rawang coalfield, which promises to give a valuable new industry to the Malay States.

American Locomotives Ordered for Far East

An order for five passenger and five consolidation locomotives has recently been placed with the American Locomotive Company by the Manila Railway. The same shops will build three Pacific type locomotives for the Taiwan Railway of Formosa.

Trans-Pacific Line Changes Management

Frank Waterhouse & Co., operating the Bank line of steamres from Portland, Oregon, to Oriental ports and Manila, via Puget Sound, will withdraw from the operation of the present fleet August 1. Notification to that effect has been given the Harriman interests, from which Waterhouse took over the Portland & Asiaic Steamship Company and its chartered earriers last year. It is thought that the Harriman lines will continue the service under new management and that the Waterhouse people will charter tonnage for a similar line to the Far East.

New Fast Steamers for Japanese Service.

The new steamships Empress of Asia and Empress of Russia, of the Canadian Pacific Railroad, Pacific Coast fleet. will be ready next year. They will be the first merchant vessels built with the cruiters stern. By these new ships the voyage between Vancouver and Yokohama will be cut down to ten days.

A F R I C A CAIRO TO THE CAPE

Egyptian Oil Fields to be Developed

It has been definitely decided that the Egyptian oil properties owned by the Rd Sea Olificidis and the Egyptian Oil Trast shall be taken over by a company connected with the Shell interests. These properties had already been provisionally sold to the Anglo-Saxon Petroleum Company, which represents the Shell interests. In an official circular intimating that additional capital will be provided for the further development of the oil fields, it is added that the production of oil from the wells continues very satisfactory. The value of the Egyptian oilfields is enhanced by their admirable strategical position on the shores of the Red Sea and near the great highway of shipping to the East.

Possibilities of Tin Output in Nigeria

It is estimated that tin can be produced in Northern Nigerna and delivered in London at a cost of about £50 per ton. Consequently normal success in tin mining in Nigeria should produce large profits. As a matter of fact, a few companies are paying satisfactory dividends. Until recently practically all she tin discovered in Nigeria has been alluvial and packey; and the life of an alluvial tin mine is admittedly short. An enormous tin lode four to six miles long and thirty feet broad, carrying 39 per eent metallic tin, however, has recently been discovered. Detailed official reports on this discovery have not yet been received, but if the cabled messages are confirmed Nigeria will compete with the Straits Settlements as the world's biggest in producer, and one of the problems of the work will be to restrict the output in order not to break the market.

French Government to Build Tunisian Railway

The French Chamber of Deputies anactioned the new Tunisian railway loan of £,65,000. The principal lines to be constructed or completed are a line from Graiba to Gabea, a distance of about 30 miles, a line from Tores to Metalia, a distance of about 30 miles—both of these are calculated directly to benefit the natives in the south of the Protectorae—hirldy, an electric line from Tunis to Hammam, which is designed to link up the capital with various coast resorts, and, fourthly, a railway from Tunis to Tebursuk with a branch to Gubillat, which will be about 50 miles long.

The balance of the new loan will be devoted to improving the existing railway services. It is stipulated that all material shall be of French or Tunisian origin.

No Rate Cutting in South African Freight

The termination of the agreement between the British and German lines in the South African trade has not resulted an expected, in a policy of rate cutting, although the German lines are still smarting in some degree as a result of the incursion of the Union-Castle Line into the East Coast business. Up to that time homeward traffic from ports north of Beira was almost entirely in the hands of the Hamburg lines, and a regular supply of English tonnage has made serious inreads into a previously existing monopoly.

Conditions of the French-Moroccan Treaty

The treaty establishing a French protectorate over Moroco, which was signed by the Stitlan early this month, provides that France can occupy with military forces any part of Morocon necessary for the preservation of order, after notification is given to the Sultan. The treaty defines the support which France will give to maintain the authority of the Sultan, and also the powers of the French resident general. It provides for diplomatic representation in Morocco by France, and measures for the roreganization of the finances of the empire. It forbids the Sultan to contract loans without the assent of the French Government.

American Coal Finds Favor in Egypt

Webb coal operators are very much perturbed over the headway that American coals are making in competitive markers, and point out that the results that the Egyptian State Railways have been occuring from American coals are so satisfactory, that a proportion of their requirements will in the future undoubtedly be secured from this side of the Atlantic. The Consolidation Coal Co. of Norfolk, Va., has been supplying coal to the Egyptian Railways since last November.

Tripoli Harbor Works Contract Awarded

The contract for the construction work of the port of or Tripoli has been awarded to the Italian firm "Almagia". The harbor, when completed, will be nearly double the size of the port of Geno, and will be one of the largest in the Medierranean. A new lighthouse is being constructed at the port by a Canadian comean:

Portuguese Enterprise in West Africa

Advices from Lisbon state that an important society is being formed with Portuguese and foreign capital to exploit cottongrowing, agriculture, and cattle breeding on a large scale in Benguella and the Huila Province of Angola.

Merger of Large South African Banks

The negotiations which have been in progress for some time for the amalgamation of the National Bank of South Africa and the Bank of Africa have now been concluded. The Union Coverament of South Africa is the largest shareholder of the National Bank of South Africa and that bank acts as its bankers. There are only two other South African banking institutions of any note, the African Banking Corporation and the Natal Bank. There is, therefore, very little competition in South African banking business.

Growth of Portuguese West African Port

Advices from Portuguese West Africa state that Lobito and Benguella are becoming by far the most important ports in Portuguese West Africa, to the detriment of the older-established headquarters of the Government at Loands. In the nest future Lobito Bay, it is thought, will be far the most important strading center on the whole of the West Coast of Africa.

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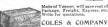
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BANK

AUSTRALIA NCLUDING HAWAII & OCEANIA William Commence of the Commen

Higher Duties Suggested on Steam Engines, Etc.

A hardware expert in the customs service of New Zealand has submitted a report on the engineering industries in which a number of tariff changes are recommended. He advocated that protection be given many industries which at present are not protected at all, or are insufficiently protected to withstand competition; among other articles for which he recommended higher rates of duty are steam engines and boilers, supplies for bridge and other structural iron work, boilermakers' and blacksmiths' wares, agricultural and other implements, cooking ranges, malleable steel and crucible castings, automobiles, brass ware, and barb wire

Large Cheese Factory for New Zealand

A new cooperative cheese factory, which will be the largest in New Zealand and capable of turning out 3,500 tons of cheese annually, is being erected at Kaupokonui, Province of Taranaki, New Zealand. The building, which will be constructed of reenforced concrete, will cost \$25,000 and the machinery, which will be operated by water power, \$25,000.

Hobart, Tasmania to Improve Harbor

It has been decided to build a pier a quarter of a mile long, and 120 feet wide, with a depth of water alongside of 40 feet to 62 feet (low tide) at Hobart, Tasmania. The shed accommodation will have a capacity of 480,000 enbic feet.

Water Power Development in Tasmania

December

Development of one of the most important water-power resources of Tasmania, at the Great Lake, in the central part of the island, is now being vigorously pushed, and by the end of 1912 it is expected that 5,000 horsepower will be available for lighting the city of Hobart and for supply of power to three local woolen mills and several other factories. Also 6,000 horsepower will be available shortly afterwards for a plant to be constructed at North West Bay, where 2,000 acres have recently been purchased for the electric treatment of complex ores, in which lead and zinc compounds are intimately mixed, rendering the ore at present unsuitable for smelting either for zinc or lead. The site of the metallurgical works is about 15 miles from Hobart.

Selling Trip in Australia and Far East

Mr. William L. Nederhoed, of Nederhoed & Bailey, 11 Broadway, New York, has started on an 18 months' trip which will take in Australia, New Zealand and the Far East, for the purpose of introducing American manufactures in several lines. Mr. Nederhoed was fomerly connected with the export department of the Corbin Cabinet Lock Company and communications addressed to him at 11 Broadway, New York, will be forwarded to him promptly by Mr. W. J. A. Bailey.

Irrigation

8401

FOREIGN TRADE OPPORTUNITIES

The following are among inquiries received by the Bureau of Manufactures, of the Dapartment of Commerce and Labor, Washington, D. C., during last month. Menufecturers interested can obtain full particulars, free of charge, by writing to the Bureau of Manufactures and referring to the number given. Collars Europe.

Boots at Machinery for man nfacturing fertili-Canada. Police telephone sys-8369 Folice telephone sys-tem—tanada.
8369 Macbinery for mak-piaring cards
fotton sheelings and abirtings—Near East.
Timbering, logging and sawmills—Asia.
rrigation machinery—Letin America.
fire supplies and stationary specialities— 5422

and shore-

Office supplies and santoners Europe.

Europe,
Wood and metal working machinery and tools—Mediterranean.
Ice plant—Mexico.
Vacuum cleaners, electric apparatus, and noveliles—United Kingdom. cement and other products-

"novetite—"third Kingoom.
Shoes—linky.
Shoes—linky.
Coltomered oil and oleo oil—Lerant.
Coltomered oil and oleo oil—Lerant.
Coltomered oil and oleo oil—Lerant.
Fishing concession—Latin America.
Sall factory—Audica.
Fishing—concession—Latin America.
Frishing—concession—Latin America.
Frishing—concession—Latin America.
Frishing—combing—coltomered.
Automobile edi-starting device—Europe.
Automobile edi-starting device—Europe.
Automobile edi-starting device—Europe. Machines for making pressed wire buck-

8403 Representation in Spanish countries. Hardware, novelties, and five and ten cent Gramophones—Germany.
Various lines of American goods—Europe.
Hardware and stores—Lerant.
Bolts, nuls, and cabinet brass foundry—
United Kingdom.
Carriages—West Indies.

Carringes—West Indies. Corn-milling establishment England. Hydroclettic equipment—Oceania. Antifouling paints—Europe. Antifouling paints—Europe.
Partly manufactured wood for furnitare—
United Kingdom.
Representatiou in Mediterranea country.
Cotionseed-oil soap-United Kingdom.
Woods for furniture manufacture—Anti-

traila.
Flour-mill machiners—Latin America.
Marine engines and motor boats—Medlier-Marine engines and motor boats—Mediler-rancean.
Antomobiles, motor cyrles, motors, enringe equipment, etc.—Europe.
Motor traction engines—Seath America.
Motor traction engines—Seath America.
Exc.—Far Eastleer, reals, rubber goods, etc.—Far Eastleer, reals, rubber goods.
Raliway equipment and rolling whock— Latin America.
Backles for waistcoats—United Kingdom.
Seath Africa outf. for caudy Mitches. 8439

6442 8443 8446 Sngar-holler ontht for caudy kitchen— South Africa. Leather and wooden shoe pegs-Mediter-ranesa. Mining machinary—Far East. Shoe anishing and stitching machines— 8447

South Africa. Tanning machinery. 9455 8454

Machinery for preparation of coffee berries and pitting cherries. Machines for packing currents in boxes and barrels-Mediterranean. 8479 8460 Electrical equipment for pumping sistions -Beiginm. Hand corn grinders-Europe. Machinery of various kinds-United King-

5464 dom.
Street-cleaning machinery.
Coltonseed oil, Iallow, lard, and corn oil-

Cottoneed us, Germany.
Antomobile agency—Europe.
Rubber stockings and bandages—Germany
Machine for catting bristles and fibresPlimbing goods and sanitary supplies—
Europe.

West Indies. 8474

United Ringdom, provided in the property of th 8489

Lumber for orange and remon boxes—as-rope. Hydranlic irrigation machinery and agri-cultural implements—Lath-America. Supplies for new naval academy—South America. 8490

Electric power plant-Mexico.

Automobiles, sibictic groots, technical goods machinery and novettler-dermany.

Machinery for extracting oils—Canada.

Army shoes and blankels—Levant.

Sawmill machinery—Canada.

Plant for manufacture of sheet sine, etc.—Wire-tope fittings and attachments—Cassada. \$499 \$500 \$501 8504

8505 erne Cotton goods-India.

Plumbers' supplies and sanitary appli-ances—Latin America. 8510 Home savings banks-Europe

S513 Supplies for shipbuilders and nevigation companies—Italy.

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Houston Line Sicula Americana United Tyser Line N. Y. & Porto Rico S. S. Co. Clyde's W. I. Line Insular Line Trinidad Line

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Growth of Chilean Nitrate Industry

The nitrate production of Chile during 1911 exceeded any previous record, reaching \$1,45,42.7 Spanish quintals (quintals equals 10141 pounds), against \$3,956.000 quiptals for 1910. The business was prosperous, notwithstanding the low prices for the first six months of the year, which in March fell as low as \$1,60 Chiled States gold per Spanish quintal on board steamer at shipping port. Prices gradually advanced to \$1,04 in October, During the year much work was done on new intrae works which are to be completed in 1912. The capacity of these works is about 1800,000 quintals per annum, and Congress has authorized the President to put still more nitrate lands on the market.

Steamer Imperator will have Figurehead

The Hamburg-American Company's new 30,000-ton steamer. Imperator, will revive the now almost obsolere figurebrad. In front of her bow she will carry an immense bronce spread eagle with a ferce look and an imperial crown. It will measure zy feet from its beak to the tip of its wings, which will lie flat against the sides of the vessel. Prof. Bruno Krusse, of Berlin, who is modelling the Imperator bird, has had to make special arrangements in his studio for the accommodation of a model ship's prow of the size of the Imperator's, which towers high above a moderately sixed house in the German capital.

Mysterious Steamship Company Organized

For the purpose of engaging in general steamship transportation in this and other countries the Inter-Ocean Express Company of New York city was incorporated April to under the laws of West Virginia, with an authorized capital stock of \$10,000,000. None of the named incorporators are known in New York shipping circles and nothing as to the plans of the company has yet been divulged.

Immense Sum for Harbor Improvements

The following amounts have been appropriated by the Dominion Parliament for various undertakings to be carried out at Vancouver Lindon and the proposition of the pro

Large Contract for Railroad Construction

The contract for the new Canadian Pacific Lake Shore road, which will branch from the present Toronto-Montreal line at Agincourt and rejoin it twenty miles west of Smith's Falls, a total distance of 108 miles, has been let to Messrs. Deeks & Hinds of Toronto. The value of the contract will run into eight figures, \$5,000,0000, being the approximate sum.

Encouraging Iron and Steel Industry in Brazil

A decree has been passed in Brazil which grants power to Mr. A. Thun, or to a company which he may form, to establish in the municipal district of Ouro Preto, Minas Geraes, biar furnaces capable of producing 50000 tons of pig from annually, this amount to be increased by 10000 tons until a yearly capacity of 100,000 tons until a yearly capacity of 100,000 tons is reached. The plant is also to be suitable for the manufacture of rolled from and steel. The contract provides for the granting of certain State privileges for the excuragement of the iron and seel industry in Brazil

New Trans-Pacific Service by Japanese Line

It is reported that ethe Nippon Yusen Kaisha will soot inaugurate a service between Portland, Oregon, and the Orient. No announcement has been made by the company, but it is understood that the line will be in operation before the new steamers of the Weir Line are placed in service the new steamers of the Weir Line are placed in service. Frank Waterhouse & Co. are already operating 'a trans-Pacific service from Portland with the chartered steamers taken over from the Portland & Asiatic S. S. Co.

Increased Electrical Exports from the United States

According to figures compiled by the Department of Commerce and Labor, Washington, the value of the exports of eletrical machinery and appliances from the United States during 1911 was \$19,355,556, as against \$17,001,126 in 1910, \$1,302,759 in 1909, \$12,612,750 in 1908, and \$17,607,75 in 1907. The figures for 1907 were the highest recorded so far, but last year they were exceeded by \$1,804,761.

Railway Improvement Active in Japan

The Japanese Ministry of Finance has made provision in this year's Budget for an expenditure of about £5,510,000 for new railway work and the improvement of the existing State lines.

Latest Population Statistics of Uruguay

The census statistics of Uruguay, taken in 1908, but only recently available, afford the following summary: Population 801,464 Uruguayans and 181,222 foreigners, the latter consisting of 62,524 Italians, 43,885 Spaniards, 27,789 Brazilians, 18500 Argentinians, 83,41 Fernch, 1444 Turks, 1,405 Owissis, 1,324 Brish, 1,112 Germans, 1,109 Austrians and 182 United States circust, the balance being of many nationalities. The density for the entire Republic was 5,57 persons per square kilometer (0,38 square mile), and of the Monttevideo Department, 463,7.

Foreign Forwarders Establish Chicago Offices

It will interest our western subscribers to learn that the well known foreign forwarding house of Gerhard & Hey has opened offices in Chicago, at 11-115 West Monroe Street, me der the management of Mr. Irons, who has been connected with the New York office of the company for several years. Sale scribers should make note of this change on page 27 of the 1911 Exporter's Encyclopsacidia.

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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS. (Sabject to Change.)

NOTE.—The lines are erranged elphobatically under the port of departure. This enables subscribers to the sighth (1912) edition of the "Exporters' Encyclopsedie" to escertain quickly the proposed eeilings of ell lines, except where the agents could furnish no adv-not

information.

ZAUTION.—The salling dates given below, although compiled with extreme care, should be considered as merely approximate, except for the regular Trans-Atlantic passenger lines. The publishers, however, assume no responsibility so to the accuracy of the information.

From New York.

AMERICAN & AFRICAN S. S. LINE; For Cape Town, Algon Bay, East London, Port Natal,

AMERICAN A AFRICAN S. S. LINE; For Cap-Tons, Aigns, Ling, East Journio, Port Natal, Tons, Aigns, Ling, East Journio, Port Natal, Alberican Ashartic S. S. Co., For China and Japan, A demoney in June. Japan, A demoney in June, S. LINE; For Premartle, Adelalde, Mellourne, Sydney and Pichlages—Here Kit, Jan., April 19. Kassenga, McKitcha & Al-CTERLIAN S. S. LINE; For Mellourne, Sydney, Auckland, Wellington, McKitcha & CTHAN S. S. LINE; For Havana, McKitcha & Captal, McKitchan, Carde-jon, A steamer May 20.

30. A steamer May 25.
LMERICAN & CUBAN LINE (Mexican Service):
For Tampico, Vera Crua and Progress—Times,

LMERIUAN & CUBAN LINE (Mexican Service): For Tampleo, Vera Crua and Progreso—Times, about April 27 MERICAN & INDIAN LINE; For Port Said, Adea, Bombay and Calcutta—A steamer early May.

AMERICAN LINE; For Seathangton Politics AMERICAN LINE; For Seathangton Politics Politics and Politics Politics

video, Baenon Ayres and Rosarlo—laveran, Apr. 14. Calliope, Apr. 30.
ANCHOR LINE; For Glasgow—California, April 20. Cameronia, April 27; Unledonia, May 4. Columbia, May 81; California, May 81; Cameronia, May 82; Catelonia, June 1.
ANCHOR LINE; For Naples and Leghton—Italia, May 98; Calabria, June 8; Perugia, June

ATLANTIC TRANSPORT LINE: For London-

ATLANTIC TRANSPORT LINK; For London-Mesaba, April 20; Minnedonka, May 4; Minne-haba, May 11; Minnewaska, May 45; Minnea-polit, May 22; Martha 20; Alter, May 4; April 20; Franconia, April 20; Alter, May 4; Oceania, May 22; Martha Washington, May 23;

Nagne, and a service of the property of the pr

Parmalytis—Bonlines, April 26; Justin, May 26; HarYall, CHY, LINE; for Susmess and Heiston HarYall, CHY, LINE; jor Susmess and Heiston Grant Land, and the Control of the Control of the Chy of the Chy of the Chy Assemble Har May Co., Weev S. Whit Land, For Turk's Island, Monte Cristl, Puerte Plata, Savanna, Sancies, Mascrike and San Domland, Sominole, May 15; Alconquin, Vav. 25; Sominole, May 15; Alconquin, Vav. 25; Sominole, May 15; Alconquin, Vav. 25; Congo, April 26; La Saroie, April 15; Riccham-cher, Chy of the Chy of

MBY 39.

**MEMORIE GENERALE TRANSATLANTIOUE: For Hordensk and Donkirk-St. Lanrest.
Auril 15: Hudens early General St.
Auril 15: Hudens Carlotte, For Hawana
Vern Cras, Parrio Mexico-Mentserrat, April
11: a steamer May 12.

**MEMORIE TRANSATLANTICA: For Cadia and
draccoloma-Montserrat, May 6: a steamer June

CNARD LINE: For Liverpool Manuscianis, April 24; Caronia, May 1; Lustiania, May 8; Campania, May 18; Marienia, May 22; Lustiania, May 28; Caronia, Jine 1,

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GALVESTON OFFICE, MARINE BLDG

*CUNARD LINE: For Gibraitar, Napies, Flume, Trieste-Saxonia, April 25; Pannonia, May 2; Peruia, May 16; Carpathia, May 30; Saxonia, June 12.

Frenche, Bay 10; Carpathia, May 30; Assonia, Edition, District Review of the Contary Islands of the Contary Island

AMBURG-AMERICAN LINE: For Gibraitar, Naples and Genon-Moltke, April 18; Hamburg, May 15; Moltke, May 23. AMBURG-AMERICAN LINE (Atlas Service): For Inagua, Hayti and Columbia—Allemanus, Por Inagua, Hayti and Columbia—Allemanus, 2 and 30.

For Inagua, Harti and Columbia-Alternanus2 and 30.
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3 and 30.
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6 a

dam, May 16; Ryndam, May 21; Rotterdam, May 28.

BOUNTON LINE: For Cape Town, Algos Bay, East London, Port Natal and Delagos Bay— Hallsones, May 20.

BUCKTON LINE: For Montevidee, Buenos Ayres, La Plata and Rosarlo—Herminius, May

Ayres, La Tiefa and Touarto-Herminus, Maj.

Micklark Libris: For San Junn. Poogs and

San Jun

June 20.

*LA VELOCE LINE: For Naples and GenoaTemporarily discontinued.

Temperature and Edition, apples and Genea-LLOTO BRAZILERO; For Pernamberc. Balls Rio de Jaserio and Rantos—Parta. April 16; ValOVD TRAIADAN, For Nanibea and Genea-Lusiana, April 23; Mendors, May 9; Teornian, ValOVD BRAZINDO; For Nanibea and Genea-Lusiana, April 23; Mendors, May 9; Teornian, ValOVD BRAZINDO; For Nanibea and Genea-Principe di Piessonic, May 2; Perfes 8, R. REMERAPAT LINE (New York 22); Cornel Vd. 12, April 18, Ornel 19, Cornel Vd. 12, April 18, April 18, Cornel Seguela, in: April 18, 4 steamer, May 19. Pro Mainzea, Carfenana, Rapin and Calabrier—Chasaa, April 3, May 22 and June 19; Foloma, May 8 and 19, Menon Marketti Proposition of the Carfenana, Rapin and Calabrier—Chasaa, April 34, May 22 and June 19; Foloma, May 8 and 1940NO STREAMSHIP LINE, For Nicoland Calabrier, May 1940NO STREAMSHIP LINE, For Nicoland Calabrier, Parketting Calabrier, Parkett

"MUNSON STEAMSHIP LINE: For Nipe, Nue-vitas, Bibara-Olinda, May 1 and 26; Cur-tiyba, April 17, May 15 and June 12. Steamer Olinda calla at Puerto-Padre also.

*Steamers are equipped with the Marconi Wire less System-see page 41.

PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS,-Continued from page 39. See Notice at head of Page 39.

NATIONAL STEAM NAVIGATION CO.: For graceia, Calamata, Gylahon and Patras-Mace"NAVIGAZIONE (SINERALE PIZALIANA) FOR ANYI LAZIONE ANYI LISANICO, MAY 16, SANICOS, MAY 16,

Saintega, May 16; Montorey, May 25; Havena, NEW YORK, & CUERA MAIL STEAMSHIP CO.: For Progress and Vera Cras-Morro Castle, April: 10; May 10; Morro Castle, Castle, May 12; Montor, May 25; Morro Castle, May 16; Morro Castle, Morro Castle, May 16; Morro Castle, May 16; Morro Castle, May 16; Morro Castle, Morro Castle, May 16; Morro Castle, May 16; Morr

203 Medigan, Maj r., sensession.

PRINIKE LINE: For Rio de Janeiro, Santos, Neservine Prince, April 25; Orange Prince, April 25; Citages Prince, April 26; Orange Prince, April 26; Citages Prince, May 16. Orange Prince does PRINICE LINE: For Persambaro, Babla, Rio de Janeiro and Santos—Santos Prince, April 26; PRINICE LINE: For Cape Town, Algon Bay-March 1981, Prinice Line: April 26; PRINICE LINE: For Cape Town, Algon Bay-Astenure, March 26; Prinice Line: April 26; PRINICE LINE: Prinice Cape Town, Algon Bay-Astenure, March 26; Prinice Line: Astenure, Prinice

Ansteamer June—
QUERICK STEAMSHIP CO.: For Bermuda-Bermudian, every Wednesday.
QUERICK STEAMSHIP CO., LTD.: For Leeward
and Windward Islands and Bemerara-Parlina,
April 27, Kerona, May 11; Gulana, May 25;

Parline, June 8.
*RED CROSS LINE: For Halifax and St. Johns

**SEED CHOOSE LANK; FOR Halfax and 81 Johns"Heaviled, Jayli 32. Gavarya: Corrace and
Margarathe- Zulis, May 15 and Jone 12: Margcallo, May 1 and 25. Ran Jana and Paerio
Caleddo - Caracas, April 20: May 22 and Jone 10:
Philad-iolia, May 2 and Jone 10: Thilad-collar, May 3 and Jone 10: Thilad-collar, May 4: Anderhand, May 11. Lapland, May 18: Known
ROAAI, MAIL, STAM PACKET CO. For Bermuds - Arcelian, verry Raturgle,

mada Arcadian, rvery Saturiay.
BOVAL MAIL STEAM PACKET CO.: For AnHills. Kingston, Colou, Cartegens, Savanilla.
Trinidad and Barbaios—Accadian, April 27.
Tagns, May 11; Oruba, May 25; Thames, June
8; Trent, June 22.

n; Irent, June 72.

ROYAL DUTCH WEST INDIA MAIL LINE:
For Haltlen ports. Curacao and ParamariboOranje Nassau, April 19; Fr. Fred, Hendrik,
May 3; Fr. Willem 111, May 17; Prins Willem
1, May 31; Prins Maurits, June 14.

CAL DUTCH WEST INDIA MAIL LINEs or Barbadox and Demerara—Saramacca, April 2, May 20 and June 17; Coppename, May 6 ad June 3. BOYAL

BOYAL DITCH WEST INDIA MAIL LINE: For Trinidad and Parameribo-Marowijne, April 29, May 27 and June 24 BUNSIAN EAST ASIATIC S. S. CO.: For Libau - Lituania, April 20: Birma, May 18.

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"SCANDINACIAN ASPERICAN LINE: To CHARLESSEE AND ASPERICAN LINE: The CHARLESSEE AND ASPECTATION OF THE CHARLESSEE A

May 5.
UNITED TYNER LINE: For Melbourne, Sydney, Auckiand, Wellington, Lyttheton and Duncilla-Invertylee, May 15.
UNITED TYNER LINE: For Fremantle, Astron. Sydney and Brisbane-Son laide, Melbourne, Sydney and Brisbane-Son

Narth-West Transport Line): For Rotterdam-Volturno. April 27; Uraniam, May 9; Capanello, May 23, and Proposed Company of the Proposed Company of the Proposed Voltural Propose

Shellendo, Callen, Rica, etc.—A steamer est:

**WHITE STAR LINE; For Southampton-T
fanic, April 20; Oceanic, April 27; (1) april; 51;

**WHITE, STAR LINE; Sar Liverpool-Ten
Bailty, Sar Line; Sar Liverpool-Ten
Bailty, Sar Callendo, Sar Liverpool-Ten
Bailty, May 10; (1011—1087a), April 20;

**Attlanto, May 20; (1011—1011—1087a), April 20;

**Attlanto, May 21; (1011—1087a), April 20;

**Attlanto, May 11; (1011—1087a), April 2

From Philadelphia, Pa.

From Philadelphia, Pa.

ALLAN I.NRF For St. John, N. F., and Glis
gove Stemarts (dg. 16 May;
May 1, Meshon May 18; Demistica, May 2,
Haveford, June S.
Haveford, June S.
Haveford, June S.
Haveford, June S.
May 12; Markett, May 20;
Haveford, June S.
May 15; Markett, May 20;
Haveford, June S.
May 15; Markett, May 20;
Haveford, May 21; Haveford May 18;
May 16; Markett, May 20;
Having May 16; Markett, May 20;
Having Markett, May 21; Haveford May 18;
Having Markett, May 21; Haveford May 18;
Having Markett, May 21; Haveford May 18;
Having Markett, May 21; Haveford Mallert, Joseford
HOLLAND AMERICAN LANK, For Battership,
May 21, May 22; Augh, May 11; Assetted

April 16; Ancona, April 30; America, May 16.

**ITALIA LINE: For Genna and Naphes-becama april 6; Ancona, April 30; America, May 6. PHILADELPHIA-MANCHESTER LINE: For Manchester-Manch, Cummerce, April 30; April 10; Manch, Importer April 30; a steamer about PHILADELPHIA-TRANSATLANTIC LINE: For London-East Point, about April 29; South Point, about May 15; Crown Point, about May 10; Crown Point, about May 15; Crown Point, about May 18; C

From Boston, Mass.

ALLAN LINE; For Glasgow—Parlsian, April 23, a steamer, May 7 and 21. (*CNARD, LINE; For Liverpoot—Franceit, 17. Laconia, May 25, Laconia, May Hamilton, Ambrildon, May 14. Hamilton, Ambrildon, Line; For Hamberg-Bulgaria, April 18; Graf Waldersee, May 1. Rechamia, May 13.

(Continued on Page 42)

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Millin	o	c	k	e	ŧ					4	4	OC
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versal Exposition. In Paris, in 1970; gold media and diploma at the
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PROPOSED SAILINGS OF OCEAN STEAMERS FROM UNITED STATES PORTS,-Continued from page 40. See Notice at head of Page 39.

(Continued from page 40)

(Continued from page 49)

BAANAL LINE, For Havans—Heat, about April
BULLAND-AMERICA, LINE; For Retterdens—
Solventynik, April 20; Adoly, May 10; America

"LAYLAND LINE; For Liverpool—Armenia,
"And the Company of the Company of the Company

April 10; Marquett, May 2; Mesoniane, May

April 10; Marquett, May 2; Mesoniane, May

ELMINGTON, May ERICAN LINE; For Christiana and Company

ELMINGTON, May RELICAN LINE; For Christiana and Company

ELMINGTON, May 10; May 10;

Friday, 9 a, m. For Port Antonios-Feery Wed-WARKEN LINE; For Librergool-Sachem, April 25; Rogamore, May 9; Michigan, May 25; All Port May 25; Michigan, May 25; Naples and Genoa-Canopic, April 37; Criteric, Naples and Genoa-Canopic, April 37; Criteric, April 25; Arabic, May 7; Cymric, May 14; April 25; Arabic, May 7; Cymric, May 14; William's & FURNISS-LEVILAND LINE; For London-Lancatrina, April 30; Cambrina, May London-Lancatrina, April 30; Cambrina, May

WILSON LINE: For Hull-Idaho, about May 1; Francisco, about May 22.

From Baltimore, Md.

ATLANTIC FRUIT & STEAMSHIP CO.: For day. LANTIC TRANSPORT LINE: For Havre-'biladelphian, about April 19; Georgian, May Trilladeiphina, about April 19; Georgiaa, May ATLANTIC TANNSPORT LINE For Lendon-Ceimidian, May 2; Philadeiphina, May 3; Alladeiphina, April 2; Alladeiphina, April 2; Graf Wichieses, Margin 14; For Rotterdam, May 1; Alladeiphina, April 2; Marstmadyk, May 1; Alladeiphina, April 2; Marstmadyk, May 1; Alladeiphina, April 2; Marstmadyk, May 1; Alladeiphina, Marstmadia, Marstmad, Mars MINSON LINE: FOR CORD—A STREAM?.

SEPTITYE ILLNS; (NOW Holland-America Line).

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SEPTITY LINE, (NOW HOLLAND LINE).

SEPTITY LINE

S

From Norfolk and Newport News.

CHESAPEAKE & DHIO S. S. CO., LTD. (Virginia Line): For Liverpool-Peruviana, about April 17; Uynthiana, about May 7. For London: Powhatan, April 30; a steamer about May DONALDSON LINE: For Glasgow-Steamers

ldg in May.

HAMRI RG-AMERICAN LINE: For Hamburg—
Schwarzburg, about April 19; a steamer, about May 17. Schwarzburg, about April 19; a steamer, about May 17.

BGLLAND-AMERICA LINE: For Amsterdam and Rotterdam—Socstdyk, April 27; Maartens-sixk, May 4: a steamer, about May 18 and 28.

NGWAY-MEXICO GLIP LINE: For Havana, Puerto Mexico and Vera Crus-Noruega, about April 30; Mesicanio, about May 30.

From New Orleans, La.

ATLANTIC & MEXICAN GULF 8, 8, CO.: For Vera Cruz, Puerto Mexico, Minatitian and Pro-ATLANAIL
Vera Crug, Puerto Mexico, Minarcona
greco-Monthly sallings.
Al STRIL-AMERICANA: For Barcelons, MarsellVenico and Trieste-Augusts, about April 28: a steamer late May BECKER'S CREDLE LINE: For Marsellles, Gen-en, etc. Montenislo, about May 4: Monfinerro, ulout May 22: Leiphine, about May 30 BLI EFFELIES STEAMSHIP CO.: For Binefields -Frey Thursday.

BLITELIIS STEAMSHIP CO.: FOR Binefields—Every Thursday
CAMPAUNIE GENERALE TRANSATIAN
THILE—For linyer and Bordeaux—Guntemala
about April 18 California, about April 30; Honduras, shout May

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ELDER-DEBERTARY
werp and HavreFOLCH-FINILLOS LINE: For Operto and Barcelona-Migrael M Phillies, about April 30;
Conde Wifredo, about May 20;
Conde Wifredo, about May 20;
GANS STEAMSHIP LINE: For Rotterdamsteamers toading in April and May.
LINE: For Hamburgsteamers toading in April and May.

AMBURG-AMERICAN LINE: For Hamburg-Aragonia, late April; Bermuda, late April
portunuda, aboat May 16.

HARRISON LINE: For Liverpool-Mechanician
alonii April 20; a steamer, about May 1, 10
20 and 30.

HEAD LINE; For Belfast and Dublin-Creiges
Bood about May 7: Buildin Bend, Joseph
LA COTONIERA LINE; Stemmers leig, for Green
and Nagles—Rose "Fifters Cotoniera Line;"
and Nagles—Rose "Fifters Cotoniera Line;"
eer, about April 20; Belferur, about April 20;
LEVLAND LINE; For Inser-epond-Notetina,
about April 20; Victorian, about April 20;
Mettonian, about May 6; Menphan, shoot May
LEVLAND LINE; For Brenzes—
LEVLAND LINE; For Brenzes—
LEVLAND LINE; For London—A steamer, about
LVALAND LINE; For London—A

May 10 and June 4. MACLAY-PRENTICE LINE: For Glasgow-A steamer.

MONTES LINE: For Progress-Steamer about every b days.

MURGAN LINE: For Havana-About every 5 AURICAN LINE: FOR IMMAN AUGUST CONTROL OF THE PARTY OF THE AURA CONTROL OF THE AURA CO

Genoa and Naples -PINILLOS LINE: See "Foich Plailios Line"
PRINTE LINE: For Bremen Steamers ldg to SOUTH ATLANTIC S. S. CO.: For London and

TEXAS TRANSPORT LINE: For Havre, Copen bagen—

NITED FREIT CO.: For Bellac, Pto. Barries and Pto. Vortex—Every Thursday, II a. m. Fet Livingston—Every alternate Thursday Co. T. Co. For Colon and Boses de Freit Co. For Colon and Boses de FINITED FRUIT CO.: For Pto. Barries, Pet Limon and Colon—Every Wednesday, II a. m. VINTER INUIT CO.: For Bluedelds and Criss

NITED FRUIT CO.: For Bluedelds and Criss

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Weekly,
FNITED STEAMSHIP CD.; For Kingston, Sai'l
aco de Cuba, Manasuillo and Cienfuegos—l
steamer about the 20th of each month.
FUGEMANN LINE; Steamers hig, for Rotier
dam, Bordeaux, Cette, Algiers and basi-WOLVIN LINE: For Vera Cruz and Tamples Steamer about every 15 days.

From Galveston, Texas,

NOTICE—Owing to the British cost strike is terfering with the sallings of the tramp status varies sallings cannot be given by the salling status varies sallings cannot be given this mostle. ATLANTIC AND MEXILIAN GLIP S. S. O. ATLANTIC AND MEXILIAN GLIP S. S. O. Transparent and the salling status of the salling status of Port Arthur. T. AND S. S. CO.: For Francisco Livers Deep Theredsiz. ALISTRO-AMERICANA LINK: For Barreless Variety, Triest and Finner-Streen Livers and Print Printers and Printer-Streen Links and Prin

May. *BOOTH LINE: For Liverpool-Steamers ldg in

May.
CASTLE LINE: For llavre and Antwerp—
CREDLE LINE: For Barcelona, Genoa, Legtors and Nagles—Steamers landling in May.
GLYNN LINE: For Liverpool—
GULF TRANSPORT LINE: For Liverpool and Bremen—
HAMBIRG-AMERICAN LINE: For Hamburs—
Kitnsen, about April 18; Itford, tate May
HARRISON LINE: For Liverpool—Steamers Ms May. HDGAN LINE: For Havre-Steamers ldg. is LARRINAGA LINE: For Manchester-Steamers handling in May, LEYLAND LINE; For Liverpool-Steamers land-ing in May,

LA COTONIERA LINE; For Naples and Geom-Stemers landing in May. NEW YORK & PORTO RICO S. S. CO.: Forto Rico-A steamer, about May 13. For Port Arthur, about three days earlier.

NORTH GERMAN LLOYD S. S. CO.: For Bre-men-Steamers landing in May. NORWAY-MEXICO GULF LINE: For Stavages. Ultristiania. Copenhagen and Gothenburg- 173 as, about April 30; Normega, about May 25. FIERCE-COTONIERA LINE: For Naples and

SOUTHERN S. S. & BANANA CO.: For Frenters -A attender about every 5 days. TEXAS-RIBOPEAN LINE: For Liverpool and

UNITED STEAMSHIP CO.: For Havana Steam or, about the 6th and 20th of each month UNITED STEAMSHIP CO.: For Santiace de Cuba, Kingston, Mananillo and Cleofuegos-Steamer, about the 25th of each month

UNITED STEAMSHIP CO.: For Matabase Steamer, about the 6th of each month WOLVIN LINE: For Tampico, Vera Crus and Puerto Mexico-A steamer (from Texas City) about every 15 days.

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